File   15:ABI/Inform(R) 1971-2000/Sep 20
         (c) 2000 Bell & Howell
File 275:Gale Group Computer DB(TM) 1983-2000/Sep 20
         (c) 2000 The Gale Group
File 16:Gale Group PROMT(R) 1990-2000/Sep 20
         (c) 2000 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
         (c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2000/Sep 20
         (c)2000 The Gale Group

Set   Items   Description
S1   530917   (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                 LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                 AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                 OR BUYING(2N)SELLING OR MARKET?)
S2   20507   (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                 UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                 LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                 OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3   31555   REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                 CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                 UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                 ETPLACE OR TRADING)
S4   559554   S1 OR S2 OR S3
S5   36268   (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                 (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                 LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                 FILLED)
S6   67302   (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                 T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7   2890   S1(S)S2
S8   30   S7 AND S5
S9   20   RD (unique items)
S10   33   S7 AND S6
S11   22   RD (unique items)
?

9/TI/1   (Item 1 from file: 15)

Blackman/Whitlock's tax edge

9/TI/2   (Item 2 from file: 15)

NGSA cites gas market trends

9/TI/3   (Item 1 from file: 275)

The bulls and bears come out at night; electronic trading. (includes related article on off-floor business in Europe)

9/TI/4   (Item 1 from file: 16)

Perceptions fall short of reality.(Wall Street Watch)(Industry Trend or Event)

9/TI/5   (Item 2 from file: 16)

Buyers turn to independent distributors.(Brief Article)

9/TI/6   (Item 3 from file: 16)

Harrah's to Leverage Purchasing as Strategic Business Advantage with Zoho Marketplace.

9/TI/7   (Item 4 from file: 16)

E- trading;Web site links   buyers,   sellers of tires, wheels.(Brief Article)

9/TI/8   (Item 5 from file: 16)

OpenSite Selected to Power B2B Auction Network for Excite@Home's Work.com.

9/TI/9   (Item 6 from file: 16)

Paper trading on the Web: A net gain?

9/TI/10   (Item 7 from file: 16)

What do the Railroad, Pharmaceutical, Automotive and Wireless Industries Have in Common? OpenSite Technologies, Inc.

9/TI/11   (Item 8 from file: 16)

RetailExchange.com Receives $11 Million Financing from Internet Capital Group and Other Investors.

 9/TI/12   (Item 9 from file: 16)

NetVendor, Inc. Announces Services to Enable Mid-Size Suppliers to Implement Full Range of E-Commerce Initiatives.

 9/TI/13   (Item 10 from file: 16)

i2i and NRF to Create Dynamic Online Retail Exchange.

 9/TI/14   (Item 11 from file: 16)

A tale of two commodities: Metals, chemicals buyers eye e- commerce.

 9/TI/15   (Item 12 from file: 16)

THE CHIP BROKERS

 9/TI/16   (Item 13 from file: 16)

AmCoEx Index Of Used Computer Prices 10/04/94

 9/TI/17   (Item 1 from file: 148)

 Online   merchants **challenge** traditional **malls for consumers' dollars;
Internet Plaza** offers **gifts,** links **to charities.**

 9/TI/18   (Item 2 from file: 148)

Stock exchange trading exceeds projections. (Special Supplement: Corporate Arizona)

 9/TI/19   (Item 3 from file: 148)

Fledgling Arizona Stock Exchange exceeds projected volume. (Focus on Financial Institutions) (Company Profile)

 9/TI/20   (Item 4 from file: 148)

The used- computer   market. **(used computer brokers** match   sellers **with**
    buyers; includes a list of regional exchanges)
 ?

01376813   SUPPLIER NUMBER: 09420455   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**The bulls and bears come out at night; electronic trading. (includes
related article on off-floor business in Europe)**
Schmerken, Ivy
Wall Street Computer Review, v7, n12, p14(9)
Sept, 1990
ISSN: 0738-4343   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 6611   LINE COUNT: 00516

...   and industry pundits about what is the appropriate structure of the
mechanism inside the computer.
      Questions arise over whether it should be a black box, **matching
buyers** and **sellers** , as Reuters and the Chicago Mercantile Exchange are
developing with Globex. Some strive to **automate** the continuous dealing
market currently in existence, while others seek to resurrect the old call
to market that existed over 100 years ago in New York.
      A system proposed where supply and **demand**   **satisfies** maximum
volume. Wunsch has designed an electronic call market. It offers an
electronic "open book" listing all the orders, where institutions, dealers,
OTC market makers...may think that they are dodging the bullets, but
they're not. They eventually will drive the liquidity overseas.
      "Where there is a demand, that **demand** will be **satisfied** at a
reasonable cost, and if we can't do it in the U. S. because of the
bureaucracy of the New York Stock Exchange...

TEXT:
 NEWPORT BEACH, Calif.-- A new Internet site--TireDex.com-- aims to be the first global business-to-business marketplace for tires and wheels.
    TireDex.com, which stands for Tire Dealers' Exchange, was launched Oct. 21 to provide what its founder and CEO Terence Scheckter of Newport Beach calls a "neutral trading ground for retailers, wholesalers, brokers and manufacturers of tires and wheels."
    The site is intended to eliminate the prolonged negotiations and numerous telephone calls otherwise encountered in such transactions and permit buyers and sellers to trade with anyone anywhere in the world, Mr. Scheckter said.
    "TireDex.com is the ideal way to **liquidate** excess **inventory** without having to incur additional expense."
    Buyers can use the site to list the tires and wheels they seek. In addition, buyers can search for tires based on size, brand, model, shipping point and other criteria. Similar searches for wheels are conducted on the basis of bolt pattern, offset, size, etc.
    Buyers and sellers decide the minimum amounts they are prepared to trade and negotiate online. TireDex.com also offers an escrow service to protect both parties in such transactions.
    No fee is charged for listing tires or wheels, searching the database or buying tires. However, once a trade is completed the seller is charged a fee amounting to 3 percent of the transaction cost in the case of tires and 6 percent for wheels.
    Additional features on the site include classified listings of equipment and job openings, a calendar of events, industry stock listings and links to related sites. More will be added later, Mr. Scheckter said.
    By the end of the first month of the site's operation, approximately 140 participants in 35 countries had registered, and listings were received for approximately 20,000 tires and 10,000 wheels, he said.

06757148   Supplier Number: 56901171   (THIS IS THE FULLTEXT)
**NetVendor, Inc. Announces Services to Enable Mid-Size Suppliers to
Implement Full Range of E-Commerce Initiatives.**
PR Newswire, p8628
Oct 26, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 718
TEXT:
 Manufacturers and Distributors of Industrial & Electronics Products,
      Automotive Parts First to Benefit from End-To-End Approach
       ATLANTA, Oct. 26 /PRNewswire/ -- NetVendor Inc., a leading provider
of Internet commerce solutions for mid-size manufacturers and distributors
of industrial, electronics and automotive products, today announced its
strategy to enable these suppliers to capitalize on Internet-based
electronic commerce. The company has developed multiple product offerings
that focus specifically on the needs of mid-size companies in specific
vertical markets.
       "In today's Internet economy, a supplier's marketplace consists of
one-to-customer and one-to-community interactions," said Sean McCloskey,
NetVendor president and CEO. "There are times when a supplier needs to
communicate privately with its customers, one-on-one, and there are times
when the supplier needs to interact in an online trading community with
many buyers and sellers. NetVendor offers a single, integrated platform
that allows suppliers the flexibility to successfully interact in both of
these online environments."
       NetVendor's strategy marries leading-edge technology with a
management team that brings extensive experience to the markets it serves.
This industrial know-how is the basis for NetVendor's end-to-end Internet
commerce solutions.
       First, the company offers E.MBRACE(TM) - a state-of-the-art platform
that offers users the ability to simply and cost-effectively connect with
current and prospective customers, managing core customer relationships
directly and interfacing with Web-based trading communities and portals.
       Second, extending its industry-specific expertise late into the
lifecycle of its customers' inventory, NetVendor offers suppliers
SurplusBIN.com(TM), a group of market-specific online communities where
excess inventories of components, parts, subassemblies and materials can be
sold quickly over the Internet directly to buyers. While SurplusBIN.com
offers liquidation communities open to all qualified buyers and sellers,
E.MBRACE users will find unparalleled ease of access to SurplusBIN.com,
with the ability to automatically enter excess inventory for fast sale
on-line.
       E.MBRACE (The Private Electronic Marketplace)
       NetVendor's best-of-class E.MBRACE Internet commerce solution allows
manufacturers and distributors to create an Internet storefront that
supports secure sales, order capture and customer service capabilities.
Industry-oriented capabilities include OEM cross-reference and CAD -- based
search options, integration with EDI implementations and much more. Because
it is industry-focused, E.MBRACE requires less up-front customization,
which means faster implementation, lower total cost of ownership and
quicker return on investment.
       "NetVendor brings important domain expertise to its chosen vertical
markets," said Sue McMullen, Research Analyst, Enabling Technologies at AMR
Research. "The product's integration with CAD drawing, process coverage and
industry-related data provides a strong differentiation."
       SurplusBIN.com -The Public Electronic Marketplace
       To meet a supplier's need to dispose of surplus and obsolete
inventory, NetVendor has introduced SurplusBIN.com - an Internet-based
business-to- business trading community for buying and selling surplus
inventory in the industrial and automotive marketplaces. Each
SurplusBIN.com community focuses on a single industry segment and caters to

the specific business needs of individuals within that community.

"This is a perfect area for suppliers to take advantage of an **Internet trading** community. SurplusBIN.com provides a platform for **bringing together** a widely dispersed group of **buyers** and **sellers** to meet directly to trade surplus inventory," said McCloskey. "In developing SurplusBIN.com, we again recognized the need for our solutions to be targeted at the industry level. SurplusBIN.com will ultimately be comprised of many industry-specific BINs, such as ElectronicsBIN.com(TM), AutopartsBIN.com(TM) and PlasticsBIN.com(TM)."

SurplusBIN.com can be fully integrated with E.MBRACE allowing a supplier to seamlessly sell its products either through its storefront or, in the case of surplus inventory, through the SurplusBIN.com portal. NetVendor's ability to allow a supplier to interact in both environments simultaneously creates a frictionless market for the sale of principal and surplus products.

About NetVendor Inc.

NetVendor Inc. provides mid-size manufacturers and distributors industry-specific Internet commerce solutions through E.MBRACE(TM), a software platform linking suppliers to their customers in the electronics, industrial products and automotive markets, and SurplusBIN.com(TM), an e-commerce portal where companies in targeted industries can **liquidate** or buy surplus **inventory** . Headquartered in Atlanta, NetVendor has offices in Chicago, Detroit, Boston, Philadelphia, and Los Angeles, with affiliate offices throughout North America. For additional information, contact NetVendor at 1-800-953-5606 or 404-836-7836, or visit www.netvendor.com .

NetVendor, E.MBRACE and SurplusBIN.com, are registered trademarks of NetVendor Inc. All other product names and companies referenced herein are registered trademarks of their respective owners.

PUBLISHER NAME: PR Newswire Association, Inc.
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
?

11/TI/1   (Item 1 from file: 15)

Get into E-commerce without betting the store

11/TI/2   (Item 2 from file: 15)

The tech boom will keep on rocking

11/TI/3   (Item 3 from file: 15)

Fools' gold

11/TI/4   (Item 4 from file: 15)

Bidder harvest

11/TI/5   (Item 5 from file: 15)

A revolution in securities markets' structures?

11/TI/6   (Item 6 from file: 15)

France

11/TI/7   (Item 7 from file: 15)

Strategic control in the extended enterprise

11/TI/8   (Item 8 from file: 15)

Ax falls on paper as electronic payments hone sharper edge

11/TI/9   (Item 9 from file: 15)

A Dynamic Model of Trade Frictions and Disequilibrium in the Housing Market

11/TI/10   (Item 1 from file: 275)

E-commerce strategies for bricks-and-mortar companies.(Industry Trend or Event)

11/TI/11   (Item 1 from file: 16)

@TheMoment Delivers First Truly Automated Negotiated Exchange Solution.

11/TI/12   (Item 2 from file: 16)

Who can you trust? ; Reducing the risk of dealing with unknown online
 Business partners.(Brief Article)

11/TI/13   (Item 3 from file: 16)

Hitsgalore.com Announces the Hitsgalore Business Exchange 2000: A New and
 Unique B2B E-Commerce Business Model.

11/TI/14   (Item 4 from file: 16)

GoTo.com Acquires E-commerce Company, Cadabra; GoTo.com Expands Its Online
 Marketplace Through Acquisition of Shopping Service Engine.

11/TI/15   (Item 5 from file: 16)

Priority One Establishes Sales office at CBQ Headquarters.

11/TI/16   (Item 6 from file: 16)

ConnectInc.com Launches E-Business Solution for Supply Chain Communities.

11/TI/17   (Item 7 from file: 16)

 New Electronic Mart Keeps Trading Secrets

11/TI/18   (Item 8 from file: 16)

Oracle Targets Work Groups

11/TI/19   (Item 1 from file: 148)

Managing the Supply Chain.

11/TI/20   (Item 2 from file: 148)

Bid-ask spread components in an order-driven environment.

11/TI/21   (Item 3 from file: 148)

FairMarket Launches New Self-Serve Auctions.

11/TI/22   (Item 4 from file: 148)

Buyers' guide to software. (purchasing department software)(Buyers Guide)
?

...TEXT: execution, and the manner and price of any executions that may
occur. The primary priority of an algorithm is the first criterion by which
competing **orders** are **ranked** in **order** to determine which of them are
to be executed first. The most common primary priority employed, that of
"price" **priority** , stipulates that higher **bids** and lower offers are
executed ... bids and higher offers. Once the primary priority of an
algorithm has been applied, other ranking procedures, termed secondary
priorities, may be used to further **rank** competing **orders** .

The extent to which a trading system's price discovery mechanism is
automated may be classified into the following categories:

Execution prices may be taken...intact and in order of their placement in
the orderbook.
In Germany, the present market structure combines several different trading
systems, including floor trading, an **electronic   trading** system and an
off-exchange telephone market. Floor trading is still done across eight
regional exchanges (with Frankfurt being, by far, the most important) and
...

... to one official broker ("Kursmakler"), who does not have a trading
obligation such as the specialist on the NYSE. In parallel with floor
trading, an **electronic   trading** system is in operation. This integrated
stock exchange and information system (IBIS) was introduced in 1991 and it
has considerably longer trading hours than the floor trading system. As
participants can only enter one-way binding prices, the system must be
considered **order** -driven. However, the system does not automatically
 match   bid and **ask** prices entered, even if the quote is identical. The
trader must enter the proper instructions in order to match quotes,
whereupon a confirmation of the...

Bidder harvest

ABSTRACT: Auction sites on the Web run software that supports automated
sales through online bidding. Normally, a number of sellers congregate at
one site, which may offer everything from art and collectibles to computer
hardware and software. It is a niche that entrepreneurs find appealing:
from April to June, the number of auction sites reported by the Internet
search engine Yahoo! rose from 65 to more than 150. Johnny Nesbitt, who
until last October taught preschool in Batesville, Mississippi, now runs an
online auction site. Less than a month after Nesbitt held his first
auction, he netted $4,000 and quit his day job. Today, Nesbitt is a
stressed entrepreneur, running 300-plus auctions simultaneously on 5 sites,
including his own called Gifts and More Auction And Gift Shop. AuctionWeb,
one of the largest auction houses on the Net and the site that launched
Nesbitt's new career, is the creation of a San Jose, California, company
called eBay.

TEXT: Headnote:

LOOKING TO UNLOAD THAT EXCESS INVENTORY? INTERNET AUCTIONS DELIVER BUYERS
WILLING TO PAY MORE THAN THE POSTED PRICE

SERENDIPITY ON THE INTERNET is a powerful force. Sometimes users just out
for a leisurely stroll find themselves-quite unexpectedly-blown down a
whole new career path.

That's what happened to Johnny Nesbitt, who until last October taught at a
preschool in Batesville, a quiet town of 10,000 souls in upstate
Mississippi. One evening, Nesbitt was out cruising the Net when he stumbled
upon something he had never seen before: an on-line auction house.
Intrigued, he entered the site and began poking around. Soon bells went
off.

Auction sites on the Web run software that supports automated sales through
on-line bidding. Normally, a number of sellers congregate at one site,
which may offer everything from art and collectibles to computer hardware
and software. It's a niche that entrepreneurs find appealing: from April to
June the number of auction sites reported by the Internet search engine
Yahoo! rose from 65 to more than 150.

Nesbitt wasn't trolling for business opportunities when he first
encountered the site, called AuctionWeb (www.ebay.com). But he had recently
been paging through a catalog from a resale company (resale companies offer
a range of modestly priced imports), and he. noticed that one of
AuctionWeb's sellers was auctioning goods from the same catalog. What
really snagged his attention, though, was the prices people were willing to
pay for the merchandise. "Objects-rings, sets of thimbles-priced at $2 or
$3 in the catalog were getting bids of $10 or $20," Nesbitt recalls.

(Photograph Omitted)

That inspired Nesbitt to begin poring over catalogs in search of
merchandise that on-line bidders might find appealing. He bought the items,
logged on to AuctionWeb, entered a description of his goods in the
appropriate sales category (jewelry, toys, and so forth), specified a
minimum bid (if any), and set the number of days that the auction should

run. Sometimes he even scanned in images from the catalog, stored the files on a server run by his own Internet service provider, and embedded an HTML address in the product description so that potential buyers could see what they were bidding on.

That process put Nesbitt's merchandise on the block. Site visitors who liked what they saw could review bids to date, check Nesbitt's track record, and enter their own bids. At the end of the auction, the highest bidder would send Nesbitt a check. Nesbitt would then mail out the goods himself, since order fulfillment and customer service fall outside the purview of most auction sites. (He recently began accepting credit cards.)

Nesbitt also took advantage of the technology's ability to offer multiunit auctions, in which many identical items-10 printers of the same model, for exampleare offered at the same time, with participants bidding on individual pieces rather than the whole lot. At the end of the session, the **bids** are **ranked** , and then the items are distributed down the list of bidders until the lot is exhausted. Using multiunit auctions, Nesbitt has unloaded everything from 300 no-flame fighters to 100 pairs of binoculars.

Less than a month after Nesbitt held his first auction, he netted $4,000 and quit his day job. Today, he is a stressed (but happy) entrepreneur, running 300plus auctions simultaneously on five sites, including his own, called Gifts and More Auction And Gift Shop (www.wjztv.com/johnny/index.html).
He's also becoming an expert in ceramics, glass, and metalware; printing catalogs (not everyone is on-line); building up an order-fulfillment business; worrying about hiring and space management; and juggling calls from suppliers in China and Egypt. "The better known you get, the more calls come in," he says contentedly.

AuctionWeb, one of the largest auction houses on the Net and the site that launched Nesbitt's new career, is the creation of a San Jose, Calif., company called eBay. Pierre Omidyar, eBay's CEO, wrote the original version of the AuctionWeb software in 1995, while he was working as a technical manager at online commerce supplier General Magic. Omidyar wanted to automate the opaque, sluggish process of trading through Internet newsgroups and mailing lists, whereby sellers post descriptions to appropriate groups and buyers bid via E-mail. The chief problem with that system, of course, is that bidders can't see what the competition is offering. With Omidyar's on-line auction software, all that would change.

AuctionWeb went on-line in September 1995 with little fanfare. New sites typically have trouble attracting sustainable traffic flow, and there was no reason to believe that Omidyar's creation would be any different. "I was skeptical when Pierre first explained his idea," says Jeff Skoll, eBay's president. "Auctions are a chicken-and-egg business. If the buyers aren't there, the sellers won't come and vice versa."

But **on** – **line** **auctions** , it turned out, are anything but typical Web businesses. AuctionWeb's founders soon learned that their site was largely self-promoting: sellers posting descriptions of their items to groups on the Internet would embed links in their messages; **buyers** clicking on those **links** were delivered right to the **seller** 's page on AuctionWeb. From there, the buyers frequently wandered to other auctions at the site. In addition, many buyers were becoming sellers themselves, promoting their pages-and consequently AuctionWeb-to the world at large.

Auctions are anomalous in another important respect: users not only don't mind paying for the service; they insist on it. The users, in this case, are the people selling goods and services on a site, who willingly pay the auction house a fee and/or a percentage of what they receive for their products. In return, they receive some assurance that the site's quality will be maintained.

For example, eBay charges sellers a listing fee of $1 or $2 per auction

plus a point or two of the winning bids. The AuctionLand OL Report, a newsletter covering on-line auctions, estimates that this yields $2 to $3 per auction on average, for a daily gross of almost $20,000. If those calculations are accurate, AuctionWeb's revenues could easily reach hundreds of millions of dollars a year, even if only a fraction of Skoll's anticipated traffic materializes.

To observers of the generally lackluster performance of on-line commerce, Skoll's expectations may sound extraordinary: he is currently building the technical and service infrastructure to support 5 million auctions a day by the end of 1997. But eBay's president has reason to be optimistic. By April of this year, eBay was opening and closing 7,000 auctions a day and growing at 25% a month. (In April alone, the company cleared more business than it had in all of 1996.)

One reason that AuctionWeb and similar sites are booming, Omidyar and Skoll believe, is that they bring the pleasures of social interaction to electronic sales. At conventional Web stores with fixed prices, buyers place orders by filling out forms, a humdrum experience at best. Buyers and sellers in an on-line auction, however, become part of a community: chatting, sharing experiences, and even arranging private trades. And bidding, which is by definition a kind of contest, offers an exciting way to shop. (The last half hour of an on-line auction can be a real ride.)

Economists say there are sound reasons for allowing bidders to set the prices. Generally auctions make the most sense in situations where buyers and sellers are uncertain about what constitutes a fair price. Such uncertainty is endemic to the Internet, where business models are brand new and the costs of distribution and promotion differ from those in nonvirtual stores.

Sometimes those costs are higher, such as when on-line buyers want sellers to provide an extra level of service. Nesbitt's new business, for example, thrives on the fact that some buyers are interested in the products offered by resale houses but are unwilling to spend time reading all their catalogs. They pay Nesbitt to track that inventory, identify the best wares, and write clear, useful descriptions of the products.

More often, however, costs dwindle on-line. Many goods end up in Web auctions following production overruns, inventory overstocks, replacements due to upgrades, and discontinued product lines-merchandise that would once have gone to a liquidator. The Internet allows buyers and sellers to connect directly, saving the costs of the mediating agent. The bidding process then allocates those savings between buyer and seller, often giving both a better price.

"The prices for memory are always well below prices even in the on-line stores," says G. Patton Hughes, publisher of The AuctionLand OL Report. "A good going price for a Microsoft Office 97 package, with a posted price of $500 retail, might be $125 to $175. I just bought a fully equipped multimedia P90 with 32 MB for $707, plus $25 for shipping, and a Lexmark printer for a bid that was ridiculous."

There are other benefits as well. Computer-equipment dealer Creative Computers (www.cc-inc.com) of Los Angeles recently started auctioning its products on-line, and "lots of people come to look even if they don't bid," says chief financial officer Rick Finkbeiner. Moreover, many of those who do participate generate revenue for Creative Computers beyond the initial sale. "There are opportunities to sell add-ons and accessories to successful bidders," explains Finkbeiner.

On-line auctions' low transaction costs make them attractive even to industries that have traditionally relied on bidding to set prices. "Distribution in our business is not cheap," says Robert Collier, a spokesperson for Gateway Business Auctions (www.businessauctions.com), which is organizing an auction site to support wholesale seafood sales.

"Often a seafood supplier might have two dozen or more salesmen sitting in front of a bank of phones, calling down a list of buyers, negotiating with them all at once." The costs of maintaining such a sales force can be a formidable barrier for many smaller seafood companies, so they are forced to pay a fat fee to distributors who make those calls for them. "We hope this system will lower the costs for small and midsize suppliers," Collier says.

Even while the business model of the on-line auction already works, there remain enormous opportunities to improve user interfaces and underlying technologies. For example, although many auction sites have their own search engines, these engines search only on product names, not on descriptive text. In addition, auctions organized according to the needs of buyers-who describe their interests and accept bids from sellers-are rare outside the realm of corporate procurement.

Today, buyers can use "software agents" such as BidFind (www.bidfind .com), which compiles a list of all subscribing auction sites selling a given item, such as a cordless phone. But there are no cross-site agents that place bids for buyers, although eBay has an agent that does this locally. (Buyers set a maximum bid and go away; the agent watches the auction and bids just enough to keep the buyer ahead. If the bid rises above a predetermined maximum, the agent notifies the buyer and asks for instructions.) And wouldn't it be nice to have a site specializing in barter, where children could swap baseball cards, pogs, and the like without needing their parents' credit cards?

So far, manufacturers aren't producing goods specifically for sale in on-line auctions, but some experts think that day might come. In time, on-line auctions may do more than bring order to Internet commerce and lower the costs of bidding. They may actually end up altering our basic pricing mechanisms.

Author Affiliation:

Fred Hapgood (fhapgood@world .std.com) is a freelance writer based in Boston.

THIS IS THE FULL-TEXT.   Copyright Goldhirsh, Group Inc. 1997
COMPANY NAMES:
eBays AuctionWeb
GEOGRAPHIC NAMES: US

DESCRIPTORS: Small business; Niche marketing; Auctions; Web sites;
    Electronic commerce
CLASSIFICATION CODES: 9190 (CN=United States); 9520 (CN=Small business);
    5250 (CN=Telecommunications systems); 7000 (CN=Marketing)

 11/9/11   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

07812677   Supplier Number: 65270087   (THIS IS THE FULLTEXT)
@TheMoment Delivers First Truly Automated Negotiated Exchange Solution.
Business Wire, p0297
Sept 18, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 603
TEXT:
 Business Editors, High-Tech Writers
     SAN MATEO, Calif.--(BUSINESS WIRE)--Sept. 18, 2000
        NegotiatedExchange@TheMoment Enables Dynamic, Electronic
        Request for Proposal (eRFP) Capabilities for Online Buyers
        @TheMoment, Inc., the premier enabler of dynamic commerce, today

introduced NegotiatedExchange@TheMoment(TM), the first negotiated exchange product to deliver a dynamic, electronic request for proposal (eRFP) system.

NegotiatedExchange@TheMoment is designed for Net market makers and brick-and-mortar companies seeking to both improve the terms for online contract negotiation as well as improve the efficiency in which goods and services are procured.

Set apart from current message-based negotiated exchange products, NegotiatedExchange@TheMoment delivers an **automated** , multi-parametric **negotiation** environment featuring real-time rankings of **suppliers** ' **bids** based on **buyers** ' preferences or needs. In this dynamic process, buyers enhance their procurement results by engaging in simultaneous negotiations with multiple suppliers and by having the ability to **rank** suppliers' **bids** in comparison to their (the buyer's) preferences. On the other hand, suppliers are able to compete for eRFPs on attributes or strengths beyond price, such as quality, service and delivery.

"NegotiatedExchange@TheMoment is the most advanced online negotiation solution to date," said Itzik Goldberger, vice president of marketing and business development, @TheMoment, Inc. "Net market makers and brick-and-mortar companies seeking to trade complex goods and services require a powerful solution that offers an efficient procurement process. NegotiatedExchange@TheMoment delivers a flexible, multi-parametric environment enabling buyers and sellers to conduct eRFP negotiations using parameters of price, quality, shipping terms, or virtually any other offline parameter desired."

NegotiatedExchange@TheMoment Enables Real eRFP Process

B2B Net marketplaces are maturing beyond simple, price-focused transactions. To accurately replicate complex offline transactions, Net marketplaces must offer participants the ability to communicate all of their needs and take into consideration multiple criteria beyond price such as availability, quality and quantity. As purchases become more complex, participants require the ability to produce customized offers that benefit both the supplier and buyer.

The NegotiatedExchange@TheMoment addresses customers' needs for the procurement of complex goods and services. To optimize negotiation terms, the @TheMoment negotiated exchange product provides buyers with an advanced tool -- a Preference Function -- to both accurately represent purchasing managers in the automatic negotiation process as well as assist in the decision-making process of suppliers' bids. The product delivers these capabilities and more to buyers seeking to automate the procurement process, reduce the buy/sell cycle and lower procurement costs.

The latest module of the @TheMoment Dynamic Trading Suite(TM), NegotiatedExchange@TheMoment rounds out a comprehensive dynamic commerce solution that addresses both the buy-side and sell-side needs of Net market makers and brick-and-mortar companies.

"Utilizing the @TheMoment Dynamic Trading Suite, our customers are able to implement a comprehensive trading strategy," added Goldberger. "Leveraging the flexibility of our product suite, customers are empowered with the ability to employ the market type of their choice to sell their goods and services to customers at the right price."

About @TheMoment, Inc.

@TheMoment, Inc. is the premier enabler of dynamic commerce. @TheMoment's flagship product -- the @TheMoment Dynamic Trading Suite -- enables Net market makers to utilize a variety of dynamic pricing models including auctions, negotiated exchanges, and "live" bid/ask (Nasdaq-style) trading. The comprehensive offering is delivered via a hosted model allowing Net marketplaces to speed their time to market, reduce costs and focus on domain expertise.

Headquartered in San Mateo, Calif., @TheMoment is funded by VantagePoint Venture Partners, Reuters Greenhouse Fund, TIBCO Software (Nasdaq:TIBX), Tarrant Venture Partners, Comdisco Ventures, and other strategic investors. Additional company information is available at www.themoment.com.

Priority One Establishes Sales office at CBQ Headquarters.
TEXT:
 FORT WORTH, Texas--(BUSINESS WIRE)--May 27, 1999--
     CBQ Inc. (OTC BB:CBQI) announced today that it has established a sales
for Priority One Electronic Commerce Corporation (Priority One) at the CBQ,
Inc. headquarters in Fort Worth, Texas. Priority One was recently acquired
by CBQ in a stock **transaction** .
     Priority One is a leader in the electronic payment processing
industry. Servicing Internet e-commerce companies as well as more
traditional sellers, Priority One utilizes its' proprietary Bill
Collect(TM) system to alleviate the problem of sending out invoices,
waiting for checks to arrive in the mail, and dealing with collecting
accounts receivable. Bill Collect is a high-tech, automated system handling
electronic funds transfers (ETF) and credit card payments, which enables
businesses to collect their receivables electronically, via the Internet or
Direct-Dial-up gateway, on the date due. Priority One is a three year-old
leading high-tech company providing business-to-business electronic payment
processing services. Priority One was founded in 1996 by Sidney Lieberman.
     Senior management has nominated the following gentlemen to serve as
the new Board of Directors for Priority One. Mr. Richard H. Williamson,
President and CEO of Cyberquest and its parent company, CBQ, Inc. as
Chairman; Mr. Sidney Lieberman, founder of Priority One; Mr. Thomas K.
Goldman, President of Priority One; Mr. Richard Bergey, Senior Vice
President of Downingtown National Bank; and Mr. Timothy Claussen, Vice
President of Blue Ball National Bank. Messrs. Lieberman, Bergey and
Claussen were members of the Priority One Board prior to Priority One's
acquisition by CBQ, Inc. In response to the nominations Messr. Lieberman
stated, "It is a pleasure welcoming back Messrs. Bergey and Claussen to our
Board. The previous Board oversaw the initial development of the Priority
One automatic payment process from its' earliest stages to a position of
sustained growth and profitability. The acquisition of Priority One by CBQ,
Inc. will allow Priority One to move into a position of eminence in the
arena of e-commerce financial payment processing."
     Management has also decided to supplement its' nationwide network of
independent sales representatives through the addition of two senior sales
executives. The sales executives will be located at Priority One's
headquarters in Akron, Pa. and at its new satellite office located at the
CBQ offices in the Bank of America building in Fort Worth, Texas. In
addition to the new sales executives, Priority One will double the size of
its processing staff in order to accommodate its increased volume. Messr.
Goldman commented, "Since the acquisition of Priority One by CBQ, we have
seen a tremendous increase in outside recognition of our automated
financial transaction processing capabilities. In fact, CBQ has brought a
number of very large customers to the table who have requested proposals
for implementing Priority One into their systems. Any one of the proposals
being accepted would result in dramatic increases in **transaction** volumes
for **Priority** One."
     Messr. Williamson responded, "We're very excited about Priority One's
niche and its ability to increase gross sales substantially with little or
no added infrastructure cost. Our client presentations in Ft. Worth clearly

demonstrated the need and the receptiveness of the companies to Priority
One's services. Priority One will provide a valuable supplement to CBQ's
Bid4it virtual marketplace. "

CBQ's wholly owned subsidiary, CyberQuest Inc. is the developer of
www.bid4it.com, a **virtual , Internet** -based **marketplace** based on the
principles of securities trading. bid4it is a completely **automated
electronic marketplace** that produces a "true" market price of products
based on the open market interaction between bidders and sellers. Bidders
electronically bid ("Bid") on desired products and may modify or delete
their **bids** at any time before the **Bid matches** a **Seller** 's "asking
price" (**"Ask "**). The **Seller** may accept any **Bid** at any time and may
modify or delete their **Ask** at any time before it **matches** a **Bid .**
bid4it allows **sellers** to compete in a worldwide market for the buyers of
all types of products.

CyberQuest's CyberMarketMaker(TM) integrates the best features of
securities trading and an auction market. Bidding activity is continually
analyzed and asking prices moved up or down in response to market activity.
When a "bid" and "ask" match, the transaction is electronically completed,
and the product is ordered and shipped to the buyer with instant
notification to all parties.

For more information about CyberQuest visit www.bid4it.com (bid4it
Web site) and www.cbq.com (Corporate Web site).

bid4it and CyberMarketMaker are trademarks of CyberQuest, Inc.
CyberQuest sub-licenses the bid4it software and related technologies to
interested parties.

NOTE: All other trademarks are the property of their respective
owners.

This press release includes forward-looking statements related to
CBQ, Inc. that involve risks and uncertainties, including, but not limited
to, quarterly fluctuations in results, the management of growth, market
acceptance of certain products and other risks. These forward-looking
statements are made in reliance on the "safe-harbor" provisions of the
Private Securities Litigation Reform Act of 1995. For further information
about these factors that could affect CBQ's future results, please see the
Company's filings with the Security and Exchange Commission (the
"Commission"). Prospective investors are cautioned that forward-looking
statements are not guarantees of future performance. Actual results may
differ materially from management expectations.

PUBLISHER NAME: Business Wire
COMPANY NAMES: *Priority One Electronic Commerce Corp.
INDUSTRY NAMES: BUS (Business, General); BUSN (Any type of business)
SPECIAL FEATURES: COMPANY

11/9/16   (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

06258876   Supplier Number: 54319344   (THIS IS THE FULLTEXT)
ConnectInc.com Launches E-Business Solution for Supply Chain Communities.
PR Newswire, p6353
April 8, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1178
TEXT:
 MarketStream(TM) Solution Incorporates IBM WebSphere Java Application
Server

MOUNTAIN VIEW, Calif., April 8 /PRNewswire/ -- ConnectInc.com (Nasdaq:
CNKT) today announced the general availability and market launch of the
company's flagship MarketStream 2.0(TM) solution, which **brings   together**
the technology platform and application software for **buyers** and **sellers**
in **supply** chain communities to interact and carry out e-business on the
Internet via the digital **exchange** economy. MarketStream 2.0 delivers

rich functionality to the new breed of Internet value chain communities, such as infomediaries, micro-markets, and vertical portals to develop state-of-the-art e-commerce Websites that enabling multiple buyers and sellers to come together under one roof to carry out e-business transactions.

According to industry analysts, this will be a red-hot investment category and the single biggest segment of e-commerce for the future. Charles Finnie, an analyst with Volpe, Brown, Whelan & Company says, "Infomediaries and micro markets will exist for every conceivable business community if they don't already -- from blueberries to backhoes. They want serious buyers to visit. The linchpin of this trade will be online exchanges, and within a few years at least half of all online trade will flow through such exchanges (mini-Nasdaqs)."

"We are confident that MarketStream 2.0 will make a powerful contribution to enable the success of this new way of doing e-commerce," said Craig Norris, President and CEO of ConnectInc.com. "The application provides the necessary ingredients for commerce transactions between buyers and sellers -- electronic catalogs, in the context of an efficient, easily administered 'marketplace', that reduces trading costs and provides business processes and rules for companies to make profitable 'value exchange' decisions. The technology architecture incorporates open standards using Enterprise Java Bean* components and provides the flexibility to grow and adapt with the changing nature of our customer's business requirements. What makes this offering an even greater value is our proven ability, attested by satisfied customers, to implement MarketStream with our 'Connected Internet Methodology.' We bring companies live in as few as six to eight weeks for a fixed price, with careful attention paid to administration and maintenance which results in low life-cycle costs," added Norris.

Pierre Samec, Executive Vice President of Chemdex, stated, "ConnectInc.com has consulted with us extensively in designing and developing this new software release. It incorporates leading edge thinking in Internet e-commerce application and technology design. But even better than the software, what we really like about working with the ConnectInc.com team is that they listen and partner with their customers better than any solution team we have been associated with."

MarketStream uses IBM's (NYSE: IBM) high-performance WebSphere* Application Server, Advanced Edition, and WebSphere Performance Pack* and integrates the IBM MQSeries transaction middleware. IBM WebSphere thus becomes an important part of ConnectInc.com's ability to provide a high volume, scalable solution for companies extending their existing business into the Internet or starting a new e-business. IBM WebSphere runs on Microsoft NT** or UNIX hardware platforms.

"IBM is committed to helping customers Web-enable their businesses quickly and cost effectively," said Becky Smith, vice president, Software Solution Developers and Small/Growing Businesses, IBM Software Group. "We believe our relationship with ConnectInc.com is one important way for customers to get this help and the associated benefits. By integrating IBM's WebSphere product with ConnectInc.com's MarketStream technology, and coupling it with their powerful implementation approach and expertise, customers are offered a powerful solution for supply chain communities."

More About MarketStream 2.0

MarketStream 2.0 is a powerful, flexible electronic commerce application that provides a broad technology foundation for enabling Internet supply chain communities. The solution includes support for both the buy-side and sell-side of e-commerce transactions where multiple buyers and multiple sellers come together under one roof. MarketStream includes support for the latest in Internet security and easy application configuration and administration. It also includes integrated cross-supplier catalog search, product-specific attributes, customized pricing, buyer profiling and personalization, fulfillment tracking information, back-end system integration and robust reporting capabilities. Unlike most buy or sell-side applications that focus only on a portion of the business, MarketStream's comprehensive scope of functionality greatly reduces the technical effort required to build a customized application to support vertical markets.

MarketStream runs in a variety of configurations, including Web servers, application servers, and relational, object-oriented, and search databases, which enables the customer to control the environment in which they choose to operate. The application provides a plug and play ability to add additional features and functionality, whether built by ConnectInc.com, customers or other software vendors, so that the only limitation for growth and scalability is governed by how much hardware customers choose to incorporate. MarketStream is fully configured for double byte and other international language and currency requirements.

More About IBM WebSphere Product Line

The IBM WebSphere Application Servers, along with Lotus Domino, represent the industry's most complete range of Web application server environments that support business applications from simple Web publishing through enterprise-scale transaction processing. IBM's WebSphere Application Server, Advanced Edition, expands on the capabilities of IBM's WebSphere Application Server, Standard Edition, by providing customers with support for the industry-standard Enterprise JavaBean programming model. IBM WebSphere Studio is a comprehensive tools environment for building Web applications that leverage existing enterprise systems and extend them to the Web, while running on multiple IBM and non-IBM platforms. WebSphere Performance Pack is a unique combination of caching, proxy and filtering functions; file content management and replication; and load balancing in a single Internet hosting infrastructure.

About IBM MQSeries

IBM MQSeries, the most widely used message-**queuing** software on the market, enable users to exchange information between applications across more than 35 different platforms, from mainframes to PCs. This award-winning software enables business integration throughout the enterprise, allowing companies to maximize e-business opportunities by leveraging existing resources to improve speed-to-market and anticipate IT changes as their business changes.

About Chemdex Corporation

Chemdex Corporation (www.chemdex.com) is the leading provider of e-commerce solutions to the life science industry. The Chemdex mission is to utilize leading edge Internet and e-commerce technology to dramatically improve the process of bringing life science products to the marketplace.

About ConnectInc.com

ConnectInc.com provides solutions to enable Internet-based electronic commerce and uses its MarketStream application software, its Connected Internet Methodology and supply chain integration experience to implement supply chain communities. ConnectInc.com's unique combination of software, technology architecture and Web-time driven implementation capabilities enable companies to build open e-business solutions that allow them to compete effectively in the digital economy. ConnectInc.com is a member of the IBM Solution Developer Program. For more information, telephone 800-262-2638 or access the ConnectInc.com World Wide Web site at http://www.connectinc.com.

NOTE: The statements made in this press release that are not historical facts contain forward-looking information that involves risks and uncertainties that may cause results to differ. Such risks include, but are not necessarily limited to, those detailed in the Company's Securities and Exchange Commission filings.

* Indicates trademark or registered trademark of International Business
Machines Corporation
** Indicates trademark or registered trademark of Microsoft Corporation.
All other trademarks are the properties of their respective companies

PUBLISHER NAME: PR Newswire Association, Inc.
COMPANY NAMES: *International Business Machines Corp.
GEOGRAPHIC NAMES: *1USA   (United States)
PRODUCT NAMES: *3570000   (Office & Computing Machines)
INDUSTRY NAMES: BUS   (Business, General); BUSN   (Any type of business)
SIC CODES: 3570   (Computer and Office Equipment)

TEXT:
        WOBURN, Mass.--(BUSINESS WIRE)--June 16, 1998--
    Leading Business-to-Business Site Now Lets Sellers
        Conduct Their Own Auctions
        FairMarket, Inc., the leading Internet business-to-business auction
site for computer products, today announced the launch of the Web's first
business-to-business self-service auction at www.fairmarket.com. The new
site lets FairMarket sellers conduct their own auctions online, and creates
an open, self-service marketplace for all industry participants.
        "FairMarket provides a cost-effective business-to-business
marketplace for buyers and sellers to complete transactions online," said
Scott T. Randall, FairMarket's founder and chief executive officer. "Our
new self-service auctions are attracting a broad range of buyers and
sellers to FairMarket. Now, anyone with a browser can buy and sell on our
site."
        FairMarket's new self-list features benefit both buyers and sellers.
Sellers now have total control over how their goods are listed and sold.
Buyers now have more products to choose from. FairMarket auctions are open
to all who come and register at www.fairmarket.com. Registration is free,
and gives each FairMarket customer a personal "My Account" page that tracks
their buying and selling activities.
        Sellers Run Their Own Auctions
        Listing product for sale at FairMarket is an easy process. Sellers
fill out a form online with basic lot information including description,
quantity available, minimum bid price, and warranty. They also indicate the
payment and shipping terms they will accept. FairMarket charges the seller
just 2% of the winning bid for goods sold at the site.
        FairMarket gives sellers complete control over how their goods are
merchandized on the site. For example, sellers set the auction start and
end dates for each lot, so they can run longer auctions for harder-to-move
goods. Sellers can target their lots to volume purchasers by setting
minimum bid quantity. Sellers can also set a reserve price below which the
lot will not be sold, useful in situations where a low minimum bid price
helps drive bidder activity.
        FairMarket offers sellers a variety of "premier listing" options,
such as top of category placement, bolding, home page promotion, etc. The
site also provides special categories to let sellers highlight large lots
and liquidation lots.
        Buyers Enjoy Large Product Selection
        FairMarket's new self-serve auction capabilities also benefit buyers.
Because FairMarket's site is now open to all who wish to list goods for
sale, buyers have immediate access to a broad range of products at
competitive prices, with fresh inventory every day. Buyers pay no fees to
FairMarket.
        Buyers can browse through category listings or search for specific
products, and view complete lot information, including terms and conditions
for the sale. To place a bid, the buyer enters bid amount and quantity.
During the auction, the buyer is automatically notified by email if their
bid is topped, so they can come back and raise their **bid** .
        Bids are **ranked** by price, quantity, and time. At the conclusion
of the auction, FairMarket automatically notifies the seller and the

winning bidder(s) and puts them directly in touch with each other to
complete the transaction.

About FairMarket, Inc.

FairMarket, Inc. (http://www.fairmarket.com), the leading
Internet-based business-to-business auction site for computer products,
brings together volume **buyers** and **sellers** of computer products.
FairMarket is leveraging its unique position in the business-to-business
electronic commerce **marketplace** through strategic partnerships with
leading content providers including CMPnet, a division of CMP Media, Inc.
Established in 1997, FairMarket is located in Woburn, Massachusetts.

FairMarket and the FairMarket logo are service marks of FairMarket,
Inc. All other trademarks are the property of their respective owners.

CONTACT: Collaborative Communications, Inc.
Donna M. Tocci, 617-520-9105
tocci@collaborative.com
or
Brendan Ring, 617-520-9119
ring@collaborative.com
COPYRIGHT 1998 Business Wire

COMPANY NAMES: FairMarket Inc.--Services
INDUSTRY CODES/NAMES: BUS   Business, General; BUSN   Any type of
 business
DESCRIPTORS: Auction firms--Services; Online services--Services
PRODUCT/INDUSTRY NAMES: 5997000 (Art Dealers, Auctioneers); 4811529
 (Online Services NEC)
SIC CODES: 5999 Miscellaneous retail stores, not elsewhere classified;
 4822 Telegraph & other communications
FILE SEGMENT: NW File 649
?

```
File    9:Business & Industry(R) Jul/1994-2000/Sep 19
          (c) 2000 Resp. DB Svcs.
File  623:Business Week 1985-2000/Sep W1
          (c) 2000 The McGraw-Hill Companies Inc
File  810:Business Wire 1986-1999/Feb 28
          (c) 1999 Business Wire
File  624:McGraw-Hill Publications 1985-2000/Sep 19
          (c) 2000 McGraw-Hill Co. Inc
File  813:PR Newswire 1987-1999/Apr 30
          (c) 1999 PR Newswire Association Inc
File  636:Gale Group Newsletter DB(TM) 1987-2000/Sep 20
          (c) 2000 The Gale Group
File  621:Gale Group New Prod.Annou.(R) 1985-2000/Sep 19
          (c) 2000 The Gale Group
File   20:World Reporter 1997-2000/Sep 20
          (c) 2000 The Dialog Corporation plc


Set      Items    Description
S1      543498    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                  LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                  AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                  OR BUYING(2N)SELLING OR MARKET?)
S2       15097    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                  UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                  LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                  OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3       31818    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                  CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                  UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                  ETPLACE OR TRADING)
S4      567022    S1 OR S2 OR S3
S5       27525    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                  (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                  LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                  FILLED)
S6       56312    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                  T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7         898    (AUTOMAT?? OR REAL(W)TIME OR REALTIME OR COMPUTERI???)(5N)-
                  S2
S8           6    S7 AND S5
S9           5    RD (unique items)
S10          0    S8 AND S6
S11       2694    S1(S)S2
S12         26    S11 AND S5
S13         20    RD (unique items)
S14          6    S13 NOT PY=2000
S15         16    S11 AND S6
S16         12    RD (unique items)
```

all considered

9/TI/1   (Item 1 from file: 636)

COMMERCE ONE: Commerce One announces bu business-to-business auction services.

9/TI/2   (Item 1 from file: 621)

FastParts.com Appears on Alexander Haig's World Business Review TV Series.

9/TI/3   (Item 2 from file: 621)

Commerce One Announces Business-to-Business Auction Services; Schlumberger to Conduct First Controlled Auction via Commerce One MarketSite.

9/TI/4   (Item 1 from file: 20)

NetVendor and CAM International Announce Partnership And Development of Private Trading Exchange

9/TI/5   (Item 2 from file: 20)

COMMERCE ONE: Commerce One announces business-to-business auction services
?

14/3,K/1   (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire

0536781   BW0035

INTERNET PLAZA: Online   merchants **challenge** traditional **malls for**
   consumers' dollars; Internet Plaza offers **gifts,** links **to charities**

November 22, 1995

Byline: Business/High-Tech/Retail Reporters

 Online   merchants **challenge** traditional **malls for consumers' dollars;**
   Internet Plaza offers **gifts,** links **to charities**

      BOULDER, Colo.--(BUSINESS WIRE)--Nov. 22, 1995--This holiday
season, shoppers have an unprecedented choice: They can spend weeks
fighting crowded shopping malls, frozen streets, **depleted inventories**
and day-long shopping trips, or they can join the thousands of people
this year who are doing their gift shopping from the comfort of...

 14/3,K/2   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)

03138809   Supplier Number: 46428160   (USE FORMAT 7 FOR FULLTEXT)
THE CHIP BROKERS
Computer Business Review, v4, n6, pN/A
June 1, 1996
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 6144

...   of Peabody, Massachussetts, telephone traders at NECX are making
the same boast to their hundreds of customers. While the latest prices roll
past on the **electronic   trading** board, the 125 brokers work 'the pits' -
matching   buyers and **sellers** , hunting down specialist components,
consulting a database of some 20,000 parts, and feeding in the latest data
from trading partners and customers across the...only model, where demand
from manufacturers is fulfiled by ordering goods from a first line
supplier, to a spot-market commodities model, where fluctuations in **demand**
 are **met** by buying or selling on the open market.
      Although there is little hard data available, some analysts believe
that as much as 40% of the...

 14/3,K/3   (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)

02509137   Supplier Number: 45044216   (USE FORMAT 7 FOR FULLTEXT)
AmCoEx Index Of Used Computer Prices 10/04/94
Newsbytes, pN/A
Oct 4, 1994
Language: English   Record Type: Fulltext
Document Type: Newswire; General Trade
Word Count: 585

...   the new PowerPC chip will only make matters worse for the company.
      Many computer dealers are aggravated that they cannot get enough
Macintosh computers to **satisfy   demand** . Many feel this shortage
situation has motivated Apple to accelerate the licensing of the Macintosh
operating system. The arrival of Macintosh clones would be welcomed...

...available, some expect color notebook prices to drop by $500 or more
during the next three months.
     John Hastings is the president of the American **Computer   Exchange** .
Since 1988, the American **Computer   Exchange** has **matched   buyers** and
sellers of used microcomputers. For more information contact the American
Computer   Exchange at (800) 786-0717.
     The AmCoEx Index of Used Computer Prices
     The following prices are for October 3, 1994.

                                Average Average
                                Buyer's Seller's...

 14/3,K/4   (Item 1 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

02268670   Supplier Number: 58388133   (USE FORMAT 7 FOR FULLTEXT)
**RetailExchange.com Receives $11 Million Financing from Internet Capital
 Group and Other Investors.**
PR Newswire, p1887
Dec 28, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 736

...   allows pre-qualified buyers and sellers to trade excess consumer
goods. The business was developed in partnership with Gordon Brothers
Group, the world's largest **liquidator** of excess retail **inventories** .
During 1999, Boston-based Gordon Brothers facilitated sales of more than $5
billion dollars of consumer goods on behalf of its retail clients.
     "By partnering...

...designed to meet the needs of retailers and manufacturers of excess
consumer products.
     RetailExchange.com will provide the support services and
functionality necessary to enable **buyers** and **sellers** to independently
and confidentially **negotiate** the exchange of goods in an **online**
marketplace . **Buyers** and **sellers** will have the flexibility to list and
search products according to their specific needs.
     RetailExchange.com plans to launch its website on February 14, 2000
...

 14/3,K/5   (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

02211482   Supplier Number: 56901171   (USE FORMAT 7 FOR FULLTEXT)
**NetVendor, Inc. Announces Services to Enable Mid-Size Suppliers to
 Implement Full Range of E-Commerce Initiatives.**
PR Newswire, p8628
Oct 26, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 718

...   segment and caters to the specific business needs of individuals
within that community.
     "This is a perfect area for suppliers to take advantage of an
Internet   trading community. SurplusBIN.com provides a platform for
bringing   together a widely dispersed group of **buyers** and **sellers** to
meet directly to trade surplus inventory," said McCloskey. "In developing
SurplusBIN.com, we again recognized the need for our solutions to be
targeted at...

...to their customers in the electronics, industrial products and
automotive markets, and SurplusBIN.com(TM), an e-commerce portal where
companies in targeted industries can **liquidate** or buy surplus **inventory**
. Headquartered in Atlanta, NetVendor has offices in Chicago, Detroit,
Boston, Philadelphia, and Los Angeles, with affiliate offices throughout
North America. For additional information, contact NetVendor...

14/3,K/6   (Item 3 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

02184217   Supplier Number: 55891755   (USE FORMAT 7 FOR FULLTEXT)
i2i and NRF to Create Dynamic Online Retail Exchange.
Business Wire, p1492
Sept 28, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 535

...   world." "This is a unique e-commerce opportunity for our members,
who can benefit immensely from the exchange's ability to help them buy and
liquidate excess **inventory** with a few clicks of the mouse, saving on
time and dramatically cutting transaction costs," said NRF President Tracy
Mullin.
        The planned i2i/NRF retail...

...international associations representing retailers abroad.
        About i2i
        Launched at the World Economic Forum's 1999 annual meeting in Davos,
Switzerland, i2i is a leading global **e -marketplace   bringing   together**
 buyers and **sellers** of products and services - from retail to chemicals
and energy - to interact, trade and build community by harnessing the power
of the Internet. i2i offers...
?

16/TI/1   (Item 1 from file: 9)

THE THIRD WAVE

16/TI/2   (Item 2 from file: 9)

New Electronic Mart Keeps Trading Secrets

16/TI/3   (Item 1 from file: 623)

A Neanderthal Industry Smartens Up: How the electrical-parts biz got the glitches out

16/TI/4   (Item 1 from file: 624)

A Neanderthal Industry Smartens Up: How the electrical-parts biz got the glitches out

16/TI/5   (Item 1 from file: 813)

ConnectInc.com Launches E-Business Solution for Supply Chain Communities

16/TI/6   (Item 1 from file: 621)

@TheMoment Delivers First Truly Automated Negotiated Exchange Solution.

16/TI/7   (Item 2 from file: 621)

Hitsgalore.com Announces the Hitsgalore Business Exchange 2000: A New and Unique B2B E-Commerce Business Model.

16/TI/8   (Item 3 from file: 621)

GoTo.com Acquires E-commerce Company, Cadabra; GoTo.com Expands Its Online Marketplace Through Acquisition of Shopping Service Engine.

16/TI/9   (Item 4 from file: 621)

Priority One Establishes Sales office at CBQ Headquarters.

16/TI/10   (Item 1 from file: 20)

CrossBrowse to set up Irish B2B portals
SECTION TITLE: Technology

16/TI/11   (Item 2 from file: 20)

Online revolution tears up rulebook; Analysis

16/TI/12   (Item 3 from file: 20)

FairMarket Launches New Self-Serve Auctions
?

TEXT:
Automation offers ripe opportunities to quickly launch new stock markets
that can level the playing field for both big and small investors -- a nice
alternative to the long-standing traditions of the New York Stock Exchange,
the American Stock Exchange and other elitist clubs.

After-hours electronic marts associated with exchanges that have floors,
and electronic broker-dealers for over-the-counter trades, are part of the
evolving amalgamation of alternatives to the traditional stock exchanges.
The latest offering in this arena provides what may be the greatest
opportunity yet to put liquidity into the market, without the benefit of a
brick-and-mortar exchange floor.
OptiMark Technologies, Inc., a partnership of IBM, Dow Jones Inc., the
Pacific Stock Exchange, the Chicago Board Options Exchange and State Street
Bank and Trust, offers a way to conduct anonymous trades. This capability
is touted as a way to create more liquidity in stocks, and at a later date,
options.

This system will be marketed by Dow Jones, through its Telerate marketing
team. OptiMark will be accessible from any type of computer platform,
either on a trading floor or in an office, during normal business hours.
This will make it one of the first electronic markets to operate during
normal trading hours (although electronic broker-dealers tend to run during
these hours too).

OptiMark differs from other trading systems in that it incorporates a
satisfaction continuum into the matching of buyers and sellers. "In the
market today, you don't get to see a composite of satisfaction because
people do not want to reveal their trading strategies to the market," says
William Lupien, CEO of OptiMark Technologies, based in Durango, Colorado.
"But, in Optimark, disclosure is anonymous. There is no penalty for
revealing your trading desires to the market." Users only see their own
trading profiles, and not others. Even during the matching of buyers and
sellers, the identities of counterparties to a trade are not revealed, even
to each other, until the final settlement.

More matches

This procedure holds the potential for shoring up more liquidity, since
more opportunities will abound to match and execute trades. Rather than
simply inputting one price and one fixed number of shares that a party is
willing to trade at, the end user draws a line on a grid to represent every
price and size at which he would be willing to trade. He then draws a
second line indicating which prices and sizes would leave him 50 percent
satisfied; a third line is drawn to represent zero satisfaction. The
result is a continuum of possible transactions that might meet an
individual's requirements.

Then, the system computes "every possible buy and sell combination, and
ranks them in **order** of mutual satisfaction of both parties," scaling up
to billions of calculations a second, says Lupien. The system will also
aggregate smaller transactions, so they can be matched against an
appropriate larger transaction. This process occurs many times a day, as
often as every five minutes for the most active issues.

IBM provides the computing power; specifically, RS/6000 machines perform multiple parallel processing. Running at teraflop speed, the computers perform billions of calculations a second. The teraflop measurement of computing speed is based on the number of times within a second a computer can add "pi" to itself. In the case of a teraflop, it's one billion times.

Gung ho

OptiMark's partners are gung ho. "We have a very, very strong interest in bringing electronic execution services to the institutional investor, and that really accounts for our participation in OptiMark," says Andy Howison, senior vice president at State Street Bank and managing director of State Street Information Partners, whose client base is primarily institutional. "There's certainly a demand for a very cost-effective means of executive, and also an anonymous means of execution."

Howison believes OptiMark can assuage the concerns large investors have about the market finding about large transactions. "In the present system, there's leakage; it becomes known that institutions are trading in a particular way. In OptiMark, the existence of a potential transaction is really only known when it occurs."

Some critics are quick to point out that leveling the field may cause ire among the big players that like to keep wide spreads for themselves, at the disadvantage of the smaller trader. "Broker-dealers are going to hate it," says Joe Rosen, a consultant at Enterprise Technology Corp., New York City. "The institutions could like it, and the buy side will be very happy with it, because if they trade through this they don't need a broker. It is a threat to brokers."

Choices in execution

Rosen and others see similarities between OptiMark and Instinet, an **electronic marketplace** that **matches buyers** and **sellers** of over-the-counter securities and completes the trades. The similarity is not surprising. Lupien served as president, then chairman and CEO of Instinet from 1983 to 1988. That year, Reuters acquired the network, and Lupien moved on, vowing to look at ways to improve order execution. This year, he formed OptiMark with that in mind. "OptiMark is not necessarily one-upping Instinet, but it is throwing themselves into the ring," notes Rosen.

Instinet's Executive Vice President, Richard Schenkman comments, "It's not surprising that someone would choose to build a system that would compete with Instinet. I think the market is telling us that investors need choices in execution, and there is no one solution for execution."

Many are also comparing OptiMark to the Arizona Stock Exchange, a virtual exchange created in 1992. Arizona had initially filed with the Securities and Exchange Commission to become an order execution system, like Instinet, but the regulators decided that Arizona was more of an exchange than a trading system.

Arizona currently gives away access software for free, and charges a penny a share for a trade. The mart moves about 300,000 shares on an average day, with a following of about 250,000 customers. But CEO Steve Wunsch says about 700,000 shares need to move daily for the exchange to break even. He anticipates this will happen once the mart begins trading during business hours. Currently, Arizona runs during off-hours, as per the SEC's say-so. At least in principle, the exchange tries to meet the needs of smaller investors.

Another virtual exchange, the U.S. Stock Exchange, is now on hold. "We didn't really go forward with the project after we announced it last spring," admits Pam Tvrdy, a spokesperson for the Chicago Stock Exchange,

which was to be the parent company of the new mart. "There were some SEC [compliance] things that needed to be worked out. The exchange is now focusing on getting more orders into the physical trading floor."

?

```
File 625:American Banker Publications 1981-2000/Sep 20
         (c) 2000 American Banker
File 268:Banking Information Source 1981-2000/Sep W1
         (c) 2000 Bell & Howell
File 626:Bond Buyer Full Text 1981-2000/Sep 20
         (c) 2000 Bond Buyer
File 267:Finance & Banking Newsletters 2000/Sep 18
         (c) 2000 The Dialog Corp.
File 139:Econ. Lit. Index 1969-2000/Sep
         (c) 2000 American Economic Association
```

```
Set     Items    Description
S1      12181    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                 LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                 AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                 OR BUYING(2N)SELLING OR MARKET?)
S2        718    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                 UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                 LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                 OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3       1647    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                 CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                 UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                 ETPLACE OR TRADING)
S4      14237    S1 OR S2 OR S3
S5       1321    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                 (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                 LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                 FILLED)
S6       7442    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                 T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7          1    S2 AND S5
S8         10    S2 AND S6
S9         10    RD (unique items)
S10        10    (AUTOMAT?? OR REAL(W)TIME OR REALTIME OR COMPUTERI???)(5N)-
                 S2
?
```

all considered

00267334   (USE FORMAT 7 OR 9 FOR FULLTEXT)
With demand unfulfilled, prices rise for charged-off credit card debt
Anonymous
Credit Card News, p6, Jul 15, 1995 DOCUMENT TYPE: Newsletter Article
LANGUAGE: English RECORD TYPE: Abstract Fulltext
WORD COUNT: 00648

...ABSTRACT: to purge bad-debt pain, and one antidote is simply to sell
the debt to an outside party. However, while there is much talk about
buying portfolios of bad debt, the **demand** has not been **matched** by
supply .
      But while there's a lot of talk about **buying** portfolios of bad debt,
the **demand** hasn't been **matched** by **supply** . It's a **seller** 's market,
with prices climbing even though supply is up. A market veteran, Timothy G.
Kirkpatrick, senior vice president of Boca Raton, Fla.-based Principal...

...compared to about $1 billion in 1994. Other estimates range all the way
up to $5 billion for this year.
      Unmet Demand
      Rising prices indicate **demand** is not being **met** . Kirkpatrick says
files that sold for less than a penny on the dollar two or three years ago
are now selling in the 1.5...
?

9/TI/1   (Item 1 from file: 268)

Core processing systems: Cooperatives vs. in-house and outsource solutions

9/TI/2   (Item 2 from file: 268)

Fixing the factory

9/TI/3   (Item 3 from file: 268)

Fools' gold

9/TI/4   (Item 4 from file: 268)

Is your database running out of time?   Year 2000 surviving the glitch

9/TI/5   (Item 5 from file: 268)

Dealing dividends

9/TI/6   (Item 6 from file: 268)

Automating home lending from the get-go - Part 2

9/TI/7   (Item 7 from file: 268)

Liquidity potential in the emerging secondary market

9/TI/8   (Item 8 from file: 268)

Operations/technology: ATM dealer can 'get it for you second-hand'

9/TI/9   (Item 1 from file: 626)

Munis Continue To Flex Muscles; NYC Issue Attracts Hungry Investors

9/TI/10   (Item 1 from file: 267)

 Special Feature: Fragmented Dealing Under Fire
?

10/TI/1   (Item 1 from file: 625)

Commerce One Adds Banks to Its List of Partners

10/TI/2   (Item 2 from file: 625)

Housing Department's Rules Need Touching Up

10/TI/3   (Item 3 from file: 625)

* Foreign Exchange Fight Brewing: New Quotron, Telerate Products to Compete

10/TI/4   (Item 1 from file: 268)

Citi, TD assembling virtual B-to-B marketplaces

10/TI/5   (Item 2 from file: 268)

Wholesale banking's new horizons

10/TI/6   (Item 3 from file: 268)

Computerized **market** matches **jumbo CD** buyers **and** sellers: **'83 sales
forecasts: $25 million a day**

10/TI/7   (Item 4 from file: 268)

ATM bargains available in used market

10/TI/8   (Item 1 from file: 267)

**Commercial Loans: Metamediaries Are the Future of Online Commercial
Finance**

10/TI/9   (Item 2 from file: 267)

BizBuyer Auctions Second Round to CMGI

10/TI/10   (Item 3 from file: 267)

VENDORS MOVE TO MEET NICHE APPLICATION DEMAND
?

DIALOG
9/20/00

```
Set      Items    Description
S1       19313    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                  LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                  AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                  OR BUYING(2N)SELLING OR MARKET?)
S2         138    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                  UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                  LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                  OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3         307    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                  CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                  UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                  ETPLACE OR TRADING)
S4       19746    S1 OR S2 OR S3
S5        2506    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                  (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                  LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                  FILLED)
S6       17396    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                  T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7           3    (AUTOMAT?? OR REAL(W)TIME OR REALTIME)(5N)S2
S8           4    S4 AND S5
S9         114    S4 AND S6
S10          1    S2 AND S6
S11          9    S1 AND S2
S12          0    S2 AND S3
S13         18    (INTERNET OR WEB OR ONLINE) AND S2
S14         13    S13 NOT S11
S15          0    S2 AND S5
S16          1    AU="RATNAYAKE S"
?
```

all considered

7/TI/1   **(Item 1 from file: 350)**

   Automated **exchange system for** matching   bids **between** buyer **and**
  seller, matches **tow different** matching **schemes which are executed in**
response to counterpart of market maker

7/TI/2   **(Item 2 from file: 350)**

Supplying heat and electricity from rotating mechanical movement
according to specific demand - involves simultaneous and separate
generation of heat and electric power by varying speed of turbo-generator

7/TI/3   **(Item 3 from file: 350)**

Integrated trading system for automatic   matching **of** buyers **and**
 sellers **- uses integrated key-stations, selectively connectable to match**
negotiated video deals in single system
?

DIALOG(R)File 350:Derwent

013204831   **Image available**
WPI Acc No: 2000-376704/200032
XRPX Acc No: N00-282821
    Automated **exchange system for** matching   bids **between** buyer **and**
  seller, matches **tow different** matching **schemes which are executed in**
 response to counterpart of market maker
Patent Assignee: OM TECHNOLOGY AB (OMTE-N)
Inventor: KATZ G; TILFORS J
Number of Countries: 089 Number of Patents: 003
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200028449	A2	20000518	WO 99SE1994	A	19991104	200032	B
SE 9804170	A	20000506	SE 984170	A	19981202	200035	
AU 200014351	A	20000529	AU 200014351	A	19991104	200041	

Priority Applications (No Type Date): US 98186154 A 19981105
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200028449	A2	E	18	G06F-017/60	

    Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
    CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
    KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE
    SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
    Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
    IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

| SE 9804170 | A | | | G06F-017/60 | |
| AU 200014351 | A | | | G06F-017/60 | Based on patent WO 200028449 |

Abstract (Basic): WO 200028449 A2
    NOVELTY - The buyer and seller both combined to form a market
  maker. The matching of two different matching schemes are executed in
  response to the counter part of the market maker, by an executing unit.
  The matching is delayed by a predetermined period of time.
    DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for
  method of matching bids between buyer and seller.
    USE - For matching bids between buyer and seller.
    ADVANTAGE - Enables market maker to act differently with respect to
  different counterparts, reduces risk thereby increasing attraction on
  investors.
    DESCRIPTION OF DRAWING(S) - The figure shows flowchart illustrating
  matching of two bids in automated exchange system.
    pp; 18 DwgNo 2c/4
Title Terms: AUTOMATIC; EXCHANGE; SYSTEM; MATCH; BID; BUY; MATCH; TOW;
  MATCH; SCHEME; EXECUTE; RESPOND; COUNTERPART; MARKET; MAKER
Derwent Class: T01; T05; W01
International Patent Class (Main): G06F-017/60
International Patent Class (Additional): H04L-012/18
File Segment: EPI

DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

008683030
WPI Acc No: 1991-187049/199126
XRPX Acc No: N91-143365
 Integrated trading system for automatic matching **of** buyers **and**
  sellers **- uses integrated key-stations, selectively connectable to match**
 negotiated video deals in single system
Patent Assignee: REUTERS LTD (REUT-N)
Inventor: ORDISH C J; RICHARDS J M
Number of Countries: 006 Number of Patents: 005
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 434224	A	19910626	EP 90312712	A	19901122	199126	B
EP 434224	A3	19920115	EP 90312712	A	19901122	199321	
EP 434224	B1	19990407	EP 90312712	A	19901122	199918	
DE 69033041	E	19990512	DE 633041	A	19901122	199925	
			EP 90312712	A	19901122		
JP 2000172761	A	20000623	JP 9176717	A	19910315	200036	N
			JP 200026156	A	19910315		

Priority Applications (No Type Date): US 89441156 A 19891122; US 89440971 A
  19891122; JP 200026156 A 19910315
Cited Patents: NoSR.Pub; GB 1489573; GB 2139042; US 3573747; US 4412287
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 434224	A		67		
Designated States (Regional): CH DE FR GB LI					
EP 434224	A3		67		
EP 434224	B1	E		G06F-017/60	
Designated States (Regional): CH DE FR GB LI					
DE 69033041	E			G06F-017/60	Based on patent EP 434224
JP 2000172761	A		53	G06F-017/60	Div ex application JP 9176717

Abstract (Basic): EP 434224 A
      The system includes integrated key stations (202,204, 206,208)
  selectively connectable. Each of the stations includes a data input
  device, e.g. a keyboard (240), a mouse (242) and an integrated screen
  display (238). The keyboard and display are shared for both the
  automatic matching trades effectuated by the key station through a
  matching network (220) and the video conversational negotiated trades
  key station through a separate conversation network (218). An
  integrated terminal controller (214,216) is provided as a common
  interface between the key stations and the separate networks (218,220).
      Transaction data is provided between given key stations in the
  system (200) relating to both automatic matching transactions and video
  conversational negotiated trading transactions through the common
  integrated terminal controller (214,216) which interfaces with the
  separate communication paths associated with the automatic matching
  trades (220) and the video conversational negotiated trades (218)
  effectuated by the key station.
      ADVANTAGE - Flexible and efficient.
      Dwg.1/36
Title Terms: INTEGRATE; TRADE; SYSTEM; AUTOMATIC; MATCH; BUY; INTEGRATE;
  KEY; STATION; SELECT; CONNECT; MATCH; NEGOTIATE; VIDEO; DEAL; SINGLE;
  SYSTEM
Derwent Class: T01
International Patent Class (Main): G06F-017/60
International Patent Class (Additional): G06F-015/21
File Segment: EPI

11/TI/1   (Item 1 from file: 350)

 International transaction processing apparatus enables initiating
 terminal and destination terminal to select each other for transaction,
 propose terms for transaction and negotiates terms iteratively

11/TI/2   (Item 2 from file: 350)

 Electronic non-repudiation system for business negotiation in computer
 network, has multivariate negotiations engine having archiving software
 to capture decrypted proposed terms from terminal

11/TI/3   (Item 3 from file: 350)

 Multivariate negotiation processing apparatus recognizes destination
 terminal and initiating terminal as negotiators during iterative
 processing and designates one of them as a deciding entity

11/TI/4   (Item 4 from file: 350)

  Automated   exchange system for matching   bids between buyer and
  seller, matches tow different matching schemes which are executed in
 response to counterpart of market maker

11/TI/5   (Item 5 from file: 350)

 Data processing system for automated   trading in market places in
 which decisions to trade are substantially automated

11/TI/6   (Item 6 from file: 350)

 Internet based method for providing market for buying and selling goods

11/TI/7   (Item 7 from file: 350)

 Private branch exchange computer cooperation system - has control unit
 which distinguishes particular recognition information corresp. to
 terminal equipment service, from several recognition informations, and
 cooperates with computer that correspond with distinguished information

11/TI/8   (Item 8 from file: 350)

 Financial exchange on-line automated transaction system - has buyer or
 seller monitoring log for identifying doubtful transaction entry for
 which no corresp. confirmation or interrupt message has been logged in
 acceptance-message storage and has confirmation update

11/TI/9   (Item 9 from file: 350)

Integrated trading system for automatic matching of buyers and sellers - uses integrated key-stations, selectively connectable to match negotiated video deals in single system

?

DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

013216039   **Image available**
WPI Acc No: 2000-387913/200033
XRPX Acc No: N00-290357
 **International transaction processing apparatus enables initiating
 terminal and destination terminal to select each other for transaction,
 propose terms for transaction and negotiates terms iteratively**
Patent Assignee: TRADE ACCESS INC (TRAD-N)
Inventor: CONKLIN J; FOUCHER D
Number of Countries: 087   Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200029974	A1	20000525	WO 99US27221	A	19991116	200033	B
AU 200017301	A	20000605	AU 200017301	A	19991116	200042	

Priority Applications (No Type Date): US 98192729 A 19981116
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200029974	A1	E	131	G06F-017/00	

   Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
   CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
   LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
   SL TJ TM TR TT UA UG US UZ VN YU ZA ZW
   Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
   IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

| AU 200017301 | A | | | G06F-017/00 | Based on patent WO 200029974 |

Abstract (Basic): WO 200029974 A1
     NOVELTY - An initiating terminal includes a software for
 transmitting and receiving terms along a communication path over an
 Internet through multivariate **negotiation** engine system. During
 transaction processing, the engine system enables the initiating
 terminal and destination terminal to select each other for a
 transaction, propose terms for transaction and negotiate terms.
     DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for
 international transaction processing method.
     USE - For processing international transaction over Internet for
 commercial purchase and sales transaction such as electronic commerce.
     ADVANTAGE - Enables iterative bargaining and purchasing over
 network which enables **buyers** and **sellers** to **negotiate** prices,
 terms and conditions iteratively until and agreement is reached on all
 points.
     DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of
 main interaction.
     pp; 131 DwgNo 1g/32
Title Terms: INTERNATIONAL; TRANSACTION; PROCESS; APPARATUS; ENABLE;
 INITIATE; TERMINAL; DESTINATION; TERMINAL; SELECT; TRANSACTION; TERM;
 TRANSACTION; NEGOTIATE; TERM; ITERATIVE
Derwent Class: T01; T05
International Patent Class (Main): G06F-017/00
File Segment: EPI

DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

012776724   **Image available**
WPI Acc No: 1999-582950/199950
XRPX Acc No: N99-430695
 Data processing system for automated   trading **in** market **places in
 which decisions to trade are substantially automated**
Patent Assignee: HEWLETT-PACKARD CO (HEWP)
Inventor: PREIST C; VAN TOL M
Number of Countries: 025 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 952536	A1	19991027	EP 98303047	A	19980421	199950	B

Priority Applications (No Type Date): EP 98303047 A 19980421
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 952536	A1	E	12	G06F-017/60	

   Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
   LI LT LU LV MC MK NL PT RO SE SI

Abstract (Basic): EP 952536 A1
      NOVELTY - A number of negotiation processes (120,130,150) are each
   arranged to determine current values automatically relative to a
   reservation value and by observing the available bid, off and/or
   transaction information.
      DETAILED DESCRIPTION - In a distributed computing environment,
   processes (110-150) are connected via the Internet (100) and
   participate in an **automated   market** place. In the market place, a
   mediation process (110) receives bids and offers from **negotiation**
   processes (120,130,150), and completes the transactions that have
 matching bid /offer values. The **negotiation** processes comprise
 buyer processes (12), **seller** processes (130) and speculator
   processes (150), which given a reservation price, calculate and submit
   offers for the goods or resources. INDEPENDENT CLAIMS are included for;
   a computer system arranged for operating a negotiation process; a
   method for controlling a processing system comprising of one or more
   negotiation processes; a computer readable data carrier storing a
   program for carrying out the method of the invention.
      USE - Controlling market places in which decisions to trade are
   substantially automated.
      ADVANTAGE - None of the negotiating processes need to make public
   the 'actual value' that they put on the resource.
      DESCRIPTION OF DRAWING(S) - The drawing is a schematic diagram of a
   system in which an embodiment of the invention can operate.
      Internet (100)
      Mediation process (110)
      Negotiation processes (120,130,150)
      pp; 12 DwgNo 1/2
Title Terms: DATA; PROCESS; SYSTEM; AUTOMATIC; TRADE; MARKET; PLACE; DECIDE
 ; TRADE; SUBSTANTIAL; AUTOMATIC
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

11/5/6   (Item 6 from file: 350)
DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

012652876   **Image available**
WPI Acc No: 1999-458981/199938
XRPX Acc No: N99-343329
  Internet based method for providing market for buying and selling goods
Patent Assignee: CYBERQUEST INC (CYBE-N)
Inventor: SHERIFF M L; WADE G L
Number of Countries: 083 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9939293	A1	19990805	WO 99US1769	A	19990128	199938	B
AU 9924768	A	19990816	AU 9924768	A	19990128	200002	

Priority Applications (No Type Date): US 9815255 A 19980129
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9939293	A1	E	28	G06F-017/60	

    Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU
    CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
    LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL
    TJ TM TR TT UA UG UZ VN YU ZW
    Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
    IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

| AU 9924768 | A | | | G06F-017/60 | Based on patent WO 9939293 |

Abstract (Basic): WO 9939293 A1
      NOVELTY - The system for marketing goods uses the Internet to
    interface to sellers and buyers. A central data processing system (600)
    has interfaces to buyers (610) and sellers (604,612) and a main
    transaction system (608). An accounting system (602) manages financial
    details. **Sellers** place goods for sale stating quantity and price.
  Buyers submit **bids** . If **offers** and **bids**   **match** the goods are
    sold. Periodically the system automatically adjusts prices based on the
    level of demand.
      USE - **Internet** site for **buying** and **selling** goods
      ADVANTAGE - Provides users with a selling site that has flexibility
    over pricing
      DESCRIPTION OF DRAWING(S) - **Internet**   **buying** and **selling**
    system
      Accounting for sales (602)
      Interface to sellers (604)
      Interface to buyers (610)
      Transaction engine to manage sales and price adjustments (608)
      pp; 28 DwgNo 6/8
Title Terms: BASED; METHOD; MARKET; BUY; SELL; GOODS
Derwent Class: T01; W01
International Patent Class (Main): G06F-017/60
File Segment: EPI

11/5/9   **(Item 9 from file: 350)**
DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

008683030
WPI Acc No: 1991-187049/199126
XRPX Acc No: N91-143365
  Integrated trading system for automatic matching **of** buyers **and**
  sellers - uses integrated key-stations, selectively connectable to match
  negotiated video deals in single system
Patent Assignee: REUTERS LTD (REUT-N)
Inventor: ORDISH C J; RICHARDS J M
Number of Countries: 006 Number of Patents: 005
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 434224	A	19910626	EP 90312712	A	19901122	199126	B
EP 434224	A3	19920115	EP 90312712	A	19901122	199321	
EP 434224	B1	19990407	EP 90312712	A	19901122	199918	
DE 69033041	E	19990512	DE 633041	A	19901122	199925	
			EP 90312712	A	19901122		
JP 2000172761	A	20000623	JP 9176717	A	19910315	200036	N
			JP 200026156	A	19910315		

Priority Applications (No Type Date): US 89441156 A 19891122; US 89440971 A
  19891122; JP 200026156 A 19910315
Cited Patents: NoSR.Pub; GB 1489573; GB 2139042; US 3573747; US 4412287
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 434224	A		67		

    Designated States (Regional): CH DE FR GB LI

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 434224	A3		67		
EP 434224	B1	E		G06F-017/60	

    Designated States (Regional)`: CH DE FR GB LI

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
DE 69033041	E			G06F-017/60	Based on patent EP 434224
JP 2000172761	A		53	G06F-017/60	Div ex application JP 9176717

Abstract (Basic): EP 434224 A
      The system includes integrated key stations (202,204, 206,208)
    selectively connectable. Each of the stations includes a data input
    device, e.g. a keyboard (240), a mouse (242) and an integrated screen
    display (238). The keyboard and display are shared for both the
    automatic matching **trades** effectuated by the key station through a
    matching network (220) and the video conversational negotiated trades
    key station through a separate conversation network (218). An
    integrated terminal controller (214,216) is provided as a common
    interface between the key stations and the separate networks (218,220).
      Transaction data is provided between given key stations in the
    system (200) relating to both automatic matching transactions and video
    conversational negotiated trading transactions through the common
    integrated terminal controller (214,216) which interfaces with the
    separate communication paths associated with the **automatic** matching
    trades (220) and the video conversational negotiated trades (218)
    effectuated by the key station.
      ADVANTAGE - Flexible and efficient.
      Dwg.1/36
Title Terms: INTEGRATE; TRADE; SYSTEM; AUTOMATIC; MATCH; BUY; INTEGRATE;
  KEY; STATION; SELECT; CONNECT; MATCH; NEGOTIATE; VIDEO; DEAL; SINGLE;
  SYSTEM
Derwent Class: T01
International Patent Class (Main): G06F-017/60
International Patent Class (Additional): G06F-015/21
File Segment: EPI
?

14/TI/1   (Item 1 from file: 347)

CORE TUBE ALIGNMENT AND SUPPLY DEVICE IN **WEB** AUTOMATIC TAKE-UP MACHINE

14/TI/2   (Item 1 from file: 350)

Computer implemented purchasing system for vehicle sales scenario, configures inventory management module such that both individual and batch modification of product records are accessible

14/TI/3   (Item 2 from file: 350)

Product dealer confirmation method for performing electronic commerce over internet **for on-line sales of products**

14/TI/4   (Item 3 from file: 350)

Method of searching the Internet

14/TI/5   (Item 4 from file: 350)

Dispensing system of products in clinic

14/TI/6   (Item 5 from file: 350)

System for controlling transactions on communication network with several users connected to network using network manager

14/TI/7   (Item 6 from file: 350)

Computer implemented waste recycling system for quantitative environmental load analysis - has authentication module which performs authentication registration relating to management system for planning network and financial matters

14/TI/8   (Item 7 from file: 350)

Information system for linking buyers **and** sellers **- uses link information that provides records in address register and/or records in product register are linked to information sources on** Internet

14/TI/9   (Item 8 from file: 350)

Communication link method for electronic selling - involves automating the procedure required by the seller **to** offer goods linking **the** seller **system to its remote receiver which includes 900 number billing system**

14/TI/10   (Item 9 from file: 350)

Automated and independently accessible inventory information exchange
method - creating depository for sellers to indicate inventory
availability and source for buyers to access to review seller's
inventories for purchase purposes

14/TI/11   (Item 10 from file: 350)

   Buyers and sellers   matching system for real estate, businesses
using internet - has processing device that selectively retrieves
property records in accordance with sorting criteria provided by one of
number of remote terminals and provides information contained in property
records to remote terminals

14/TI/12   (Item 11 from file: 350)

Automated contact closure method for buyers and sellers - involving buyer
and seller registering interest in databases, with automated calls made
to connect them, when matches are found

14/TI/13   (Item 12 from file: 350)

Fill and seal packaging machine - has powered feed roll located upstream
of tube-forming collar and speed-matched with endless web-pulling belts
?

14/5/12   (Item 11 from file: 350)
DIALOG(R)File 350:Derwent
(c) 2000 Derwent Info Ltd. All rts. reserv.

011248592   **Image available**
WPI Acc No: 1997-226495/199720
XRPX Acc No: N97-187334
  **Automated contact closure method for buyers and sellers - involving buyer
  and seller registering interest in databases, with automated calls made
  to connect them, when matches are found**
Patent Assignee: NORTHERN TELECOM LTD (NELE)
Inventor: BANNISTER C H; EDWARDS R A; GOVINDARAJAN R
Number of Countries: 020 Number of Patents: 003
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9713329	A2	19970410	WO 96CA647	A	19960926	199720	B
AU 9669828	A	19970428	AU 9669828	A	19960926	199733	
WO 9713329	A3	19970529	WO 96CA647	A	19960926	199737	

Priority Applications (No Type Date): US 96718747 A 19960925; US 955510 A
  19950929
Cited Patents: 1.Jnl.Ref; EP 520215; EP 520483; EP 627837; JP 61135269; US
  4847890; WO 9500911
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9713329	A2	E	31	B	

    Designated States (National): AU CA JP
    Designated States (Regional): AT BE CH DE DK ES FI FR GB GR IE IT LU MC
    NL PT SE

AU 9669828	A			B	Based on patent WO 9713329
WO 9713329	A3			B	

Abstract (Basic): WO 9713329 A
      The automated contact closure method aids buyers and sellers to
  make communication with each other. A system (100) has a number of
  databases and communications interfaces. A seller database (123) holds
  details of the offerings from the seller, while a buyer database holds
  the enquiries for offerings sought by the buyers. A range of telephone
  and **Internet** connections allow the buyers and sellers to enter and
  update their details.
      A searching system (121) locates the **matches** between the **buyers**
   and the **sellers** with common interests. This activates the calls
  closure system (124) which calls the **buyer** and **offers** a connection
  now or later to the **seller** , to **negotiate** a conclusion.
      ADVANTAGE - Avoids need to continually search advertisements, or
  miss these, and connects buyer and seller at convenient times.
      Dwg.1/2
Title Terms: AUTOMATIC; CONTACT; CLOSURE; METHOD; BUY; BUY; REGISTER;
  INTEREST; AUTOMATIC; CALL; MADE; CONNECT; MATCH; FOUND
Derwent Class: T01; W01
International Patent Class (Main): H04B-000/00; H04M-009/00
File Segment: EPI
?

```
File 348:European Patents 1978-2000/Sep W03
        (c) 2000 European Patent Office
File 349:PCT Fulltext 1983-2000/UB=20000914, UT=20000831
        (c) 2000 WIPO/MicroPat

Set      Items    Description
S1       10434    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                  LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                  AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                  OR BUYING(2N)SELLING OR MARKET?)
S2         427    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                  UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                  LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                  OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3         244    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                  CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                  UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                  ETPLACE OR TRADING)
S4       10889    S1 OR S2 OR S3
S5        4008    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                  (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                  LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                  FILLED)
S6       20006    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                  T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7          24    S4 AND S5 AND S6
S8        1496    S4/TI,AB,CM
S9           9    S8 AND S5 AND S6
S10         29    S2/AB
S11          1    S10 AND S5
S12        139    S1 AND S2
S13          8    S12 AND S5
S14          1    S2(S)S5
S15         10    S6(S)S2
S16         41    S1(S)S2
S17          8    S16/TI,AB,CM
S18          6    S4(S)S5
S19          1    AU="RATNAYAKE SUNIL"
?
```

All considered

7/TI/1   (Item 1 from file: 348)

Decision support system for the management of an agile supply chain
System zur Entscheidungsunterstutzung fur das Management einer flinken
**   Versorgungskette**
Systeme d'aide de decision pour la gestion d'une chaine de l'alimentation
**   agile**

7/TI/2   (Item 2 from file: 348)

Energy demand supply system.
Energiebedarfsversorgungssystem.
Systeme d'alimentation de demande d'energie.

7/TI/3   (Item 3 from file: 348)

SYSTEM FOR DELIVERY
ZULIEFERUNGSSYSTEM
SYSTEME DE LIVRAISON

7/TI/4   (Item 4 from file: 348)

Local area network for digital data processing system.
Lokales Netzwerk fur ein numerisches Datenverarbeitungssystem.
Reseau local pour systeme de traitement de donnees numeriques.

7/TI/5   (Item 1 from file: 349)

ELECTRONIC COMMERCE SYSTEMS AND PROCESSES, ESPECIALLY FOR THE CABLE
**   TELEVISION INDUSTRY**
SYSTEMES ET PROCEDES DE COMMERCE ELECTRONIQUE, SPECIALEMENT DESTINES A
**   L'INDUSTRIE DE LA TELEVISION PAR CABLE**

7/TI/6   (Item 2 from file: 349)

METHODS AND APPARATUSES FOR ELECTRONIC BIDDING SYSTEMS
PROCEDES ET APPAREILS DESTINES A DES SYSTEMES ELECTRONIQUES D'OFFRES

7/TI/7   (Item 3 from file: 349)

A SYSTEM AND METHOD FOR COMPETITIVE PRICING AND PROCUREMENT OF CUSTOMIZED
**   GOODS AND SERVICES**
SYSTEME ET PROCEDE DE DETERMINATION DE PRIX ET D'ACHATS COMPETITIFS
**   D'ARTICLES ET DE SERVICES PERSONNALISES**

7/TI/8   (Item 4 from file: 349)

DISTRIBUTED PROCESSING OVER A NETWORK
TRAITEMENT REPARTI DANS UN RESEAU

7/TI/9   (Item 5 from file: 349)

AN APPARATUS FOR UPSTREAM SIGNAL SELECTION
APPAREIL POUR SELECTION DE SIGNAUX EN AMONT

7/TI/10   (Item 6 from file: 349)

A CAMERA WITH INTERNAL PRINTING SYSTEM
APPAREIL PHOTOGRAPHIQUE A SYSTEME D'IMPRESSION INTERNE

7/TI/11   (Item 7 from file: 349)

METHOD AND APPARATUS FOR OBJECT ORIENTED STORAGE AND RETRIEVAL OF DATA FROM
A RELATIONAL DATABASE TO IMPLEMENT A REAL TIME BILLING SYSTEM
PROCEDE ET APPAREIL POUR STOCKAGE ORIENTE OBJET ET EXTRACTION DE DONNEES A
PARTIR D'UNE BASE DE DONNEES RELATIONNELLES DE FACON A METTRE EN OEUVRE
UN SYSTEME DE FACTURATION EN TEMPS REEL

7/TI/12   (Item 8 from file: 349)

BIDDING FOR ENERGY SUPPLY
VENTE AUX ENCHERES D'ENERGIE

7/TI/13   (Item 9 from file: 349)

OPENBUS SYSTEM FOR CONTROL AUTOMATION NETWORKS INCORPORATING FUZZY LOGIC
CONTROL
SYSTEME DE BUS OUVERT POUR RESEAUX D'AUTOMATISATION DE COMMANDE A COMMANDE
LOGIQUE FLOUE

7/TI/14   (Item 10 from file: 349)

SYSTEM AND METHOD FOR MANAGING AND SERVING CONSUMER PRODUCT RELATED
INFORMATION OVER THE INTERNET
SYSTEME ET PROCEDE PERMETTANT DE GERER ET DE TRANSMETTRE SUR INTERNET DES
INFORMATIONS RELATIVES A DES PRODUITS DE CONSOMMATION

7/TI/15   (Item 11 from file: 349)

DIGITAL DATA PROCESSING METHODS AND APPARATUS FOR FAULT ISOLATION
PROCEDES ET DISPOSITIF DE TRAITEMENT DE DONNEES NUMERIQUES POUR L'ISOLATION
DE DEFAUTS

7/TI/16   (Item 12 from file: 349)

DATA TRANSMISSION USING ATM OVER HYBRID FIBER COAX
TRANSMISSION DE DONNEES MODE EN MTA SUR FIBRES COAXIALES HYBRIDES

7/TI/17   (Item 13 from file: 349)

INTELLIGENT AGENTS FOR ELECTRONIC COMMERCE
AGENTS INTELLIGENTS POUR COMMERCE ELECTRONIQUE

 7/TI/18   (Item 14 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

INFUSION PUMP FOR AT LEAST ONE SYRINGE
POMPE A PERFUSION CONCUE POUR AU MOINS UNE SERINGUE

 7/TI/19   (Item 15 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

COMPUTER SYSTEM INCLUDING MEANS FOR DECISION SUPPORT SCHEDULING
SYSTEME INFORMATIQUE DOTE DE MOYENS DE PLANIFICATION D'AIDE A LA DECISION

 7/TI/20   (Item 16 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

SYSTEM FOR MANAGING MULTIPLE DISPENSING UNITS AND METHOD OF OPERATION
SYSTEME   DE   GESTION   D'ENSEMBLES DISTRIBUTEURS MULTIPLES ET PROCEDE
   D'EXPLOITATION

 7/TI/21   (Item 17 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

SYSTEM   AND   METHOD   FOR DISTRIBUTED COMPUTATION BASED UPON MOVEMENT,
   EXECUTION AND INTERACTION OF PROCESSES IN A NETWORK
SYSTEME ET PROCEDE DE CALCUL REPARTI A BASE DE LA CIRCULATION, DE
   L'EXECUTION ET DE L'INTERACTION DE PROCESSUS DANS UN RESEAU

 7/TI/22   (Item 18 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

METHODS AND TOOLS FOR COMPUTERIZED SUPPORT OF A MARKET ECONOMY
PROCEDE ET OUTILS POUR SUPPORT INFORMATISE D'UNE ECONOMIE DE MARCHE

 7/TI/23   (Item 19 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

METHODS AND APPARATUS FOR QUOTE PROCESSING
APPAREIL ET METHODES DE TRAITEMENT DES DEMANDES DE DEVIS

 7/TI/24   (Item 20 from file: 349)
DIALOG(R)File 349:(c) 2000 WIPO/MicroPat. All rts. reserv.

TRANSACTION PROCESSOR
PROCESSEUR DE TRANSACTIONS

7/5/6   **(Item 2 from file: 349)**
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00737983
METHODS AND APPARATUSES FOR ELECTRONIC BIDDING SYSTEMS
PROCEDES ET APPAREILS DESTINES A DES SYSTEMES ELECTRONIQUES D'OFFRES
Patent Applicant/Assignee:
  MEDPOOL COM INC, 1600 Bridge Parkway, Suite 102, Redwood Shores, CA 94065
    , US, US (Residence), US (Nationality), (For all designated states
    except: US)
Patent Applicant/Inventor:
  DE GHEEST Anne, 12133 Foothill Lane, Los Altos Hills, CA 94022, US,
    US (Residence), US (Nationality), (Designated only for: US)
Legal Representative:
  MILLIKEN Darren J, Blakely, Sokoloff, Taylor & Zafman LLP, 7th floor,
    12400 Wilshire Boulevard, Los Angeles, CA 90025, US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200050970 A2 20000831 (WO 0050970)
  Application: WO 2000US4814 20000222 (PCT/WO US0004814)
  Priority Application: US 99121458 19990224; US 99410490 19990930; US
    99409836 19990930; US 99158582 19991007; US 99161789 19991027
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
  DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG US UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Main International Patent Class: G06F
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 28544

English Abstract
  A system, method and apparatus aggregates buyer client needs and
  anonymously presents these needs to one or more vendor clients to request
  quotes. According to one embodiment (see Fig. 1), buyer clients [14A and
  14B] present quote requests which may be binding to an intermediary [12].
  The intermediary aggregates these buyer client quote requests in order to
  receive enhanced terms from vendor clients [16A and 16B]. The identity of
  the aggregated buyer client may remain anonymous. Individual buyer
  clients may initiate a quote request, which will be posted anonymously to
  allow other buyer clients to join in, or the intermediary can post
  regular quote requests based on an optimization of the preferences of the
  buyer client community and the demand based on prior trades. Several
  other embodiments are identified which provide variations of the system,
  method and apparatus to optimize it for particular user needs.

7/5/7   (Item 3 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00720358
**A SYSTEM AND METHOD FOR COMPETITIVE PRICING AND PROCUREMENT OF CUSTOMIZED
  GOODS AND SERVICES**
**SYSTEME   ET   PROCEDE   DE   DETERMINATION   DE   PRIX   ET   D'ACHATS COMPETITIFS
  D'ARTICLES ET DE SERVICES PERSONNALISES**
Patent Applicant/Assignee:
  GINDLESPERGER William A, GINDLESPERGER, William, A. , 295 Stonegate
    Circle South, Chambersburg, PA 17201 , US
Inventor(s):
  GINDLESPERGER William A, GINDLESPERGER, William, A. , 295 Stonegate
    Circle South, Chambersburg, PA 17201 , US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 0033223 A1 20000608 (WO 200033223)
  Application: WO 99US28187 19991130 (PCT/WO US9928187)
  Priority Application: US 98110248 19981130; US 99<-NONE 19991129
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
  UA UG UZ VN YU ZA ZW AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT
  SE
Main International Patent Class: G06F-017/60;
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 13223

English Abstract
  An apparatus and method for selecting a lowest bidding vendor from a
  plurality of vendors of a customized good or service, including receiving
  a set of vendor's attributes from each of the plurality of vendors (8)
  representing their respective capabilities, and receiving an
  invitation-for-bid data from the buyer (6) defining a custom job for
  which the buyer desires price quotes or bids. The vendor attributes or
  the invitation-for-bid, or both, are received through a web browser (10).
  The invitation-for-bid is compared to each of the vendor's attributes
  according to certain standard or optional selection criteria to generate
  a vendor selection pool (14) of vendors qualified to bid on the job. Each
  vendor in the vendor selection pool (14) receives a vendor's
  invitation-for-bid (16). Upon bid approval by buyer, an order is issued
  to the selected vendor.

7/5/12   (Item 8 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00593442
BIDDING FOR ENERGY SUPPLY
VENTE AUX ENCHERES D'ENERGIE
Patent Applicant/Assignee:
  SUMMIT TELECOM SYSTEMS INC, SUMMIT TELECOM SYSTEMS, INC. , 332
    Springfield Avenue, Summit, NJ 07901 , US
Inventor(s):
  JOHNSON Jack J, JOHNSON, Jack, J. , 60 Blackburn Place, Summit, NJ 07901
    , US
  COYLE William F, COYLE, William, F. , 22 Valley View Avenue, Summit, NJ
    07901 , US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9838844 A2 19980911
  Application: WO 98US2910 19980224 (PCT/WO US9802910)
  Priority Application: US 9739041 19970224; US 9764421 19971030; US
    98<-NONE 19980212
Designated States: AU BR CA JP AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL
  PT SE
Main International Patent Class: none;
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 18194

English Abstract
  An auction service is provided that stimulates competition between energy
  suppliers (i.e., electric power or natural gas). A bidding moderator
  (Moderator) receives bids from the competing suppliers of the rate each
  is willing to charge to particular end users for estimated quantities of
  electric power or gas supply (separate auctions). Each supplier receives
  competing bids from the Moderator and has the opportunity to adjust its
  own bids down or up, depending on whether it wants to encourage or
  discourage additional energy delivery commitments in a particular
  geographic area or to a particular customer group. Each supplier's bids
  can also be changed to reflect each supplier's capacity utilization.
  Appropriate billing arrangements are also disclosed.

DIALOG(R)File 349:PCT Fulltext

00527129
INTELLIGENT AGENTS FOR ELECTRONIC COMMERCE
AGENTS INTELLIGENTS POUR COMMERCE ELECTRONIQUE
Patent Applicant/Assignee:
  PERSONAL AGENTS INC
Inventor(s):
  PECKOVER Douglas L
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9726612 A1 19970724
  Application: WO 97US1057 19970117 (PCT/WO US9701057)
  Priority Application: US 9610087 19960117
Designated States: AU CA CN IL JP KR MX AM AZ BY KG KZ MD RU TJ TM AT BE CH
  DE DK ES FI FR IE IT LU MC NL PT SE
Main International Patent Class: G06F-017/60;
International Patent Class: G06G-007/52;
Publication Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 25015

English Abstract
  A system for electronic commerce (10) having personal agents (12 and 13)
  that represent consumers and providers in a **virtual   marketplace** (28).
  Consumer personal agents conceal the identity of the consumer and are
  capable of creating decision agents (14) that shop for products and
  assist consumers in comparing and ranking products. Provider personal
  agents are capable of creating demand agents (16) that quantify demand
  and target specific consumers without learning the identity of the
  consumers. Based on data generated by the activities of the decision
  agents and on preference data maintained by consumer personal agents,
  provider personal agents can quantify current, historical, and future
  demand, simulate demand, and target specific consumers for advertising
  and other messages. Provider personal agents can cooperate with consumer
  personal agents to collect data about reasons for sales and lost sales
  and to offer consideration payments to consumers. Consumer personal
  agents can automatically reject unsolicited messages that do not satisfy
  the consumer's preferences.

00337899
METHODS AND APPARATUS FOR QUOTE PROCESSING
APPAREIL ET METHODES DE TRAITEMENT DES DEMANDES DE DEVIS
Patent Applicant/Assignee:
  ROUGHGARDEN Edward Craig
  PASCAL Christian D
Inventor(s):
  ROUGHGARDEN Edward Craig
  PASCAL Christian D
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9324892 A1 19931209
  Application: WO 93US4733 19930520   (PCT/WO US9304733)
  Priority Application: US 92886772 19920521
Designated States: JP AT BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE
Main International Patent Class: G06F-015/22;
International Patent Class: G06F-015/24;
Publication Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 11114

English Abstract
  Apparatus and method for processing quote requests for the procurement of
  goods and services is provided. The quote processing system (10) is
  capable of automatically processing quote requests for goods or services
  from a plurality of customers (2), and facilitates the identification of
  a plurality of potential suppliers (3) of the particular goods or
  services. The system (10) also automatically generates price request
  documents which can be sent to a selected number of the identified
  suppliers (3). After receiving responses to the price requests, the
  system can also generate a customer report which informs the customer (2)
  of the lowest price available for the goods or services requested.

13/TI/1 (Item 1 from file: 348)

MOBILE ELECTRONIC COMMERCE SYSTEM
MOBILES ELEKTRONISCHES HANDELSSYSTEM
SYSTEME DE COMMERCE ELECTRONIQUE MOBILE

13/TI/2 (Item 1 from file: 349)

METHODS AND APPARATUSES FOR ELECTRONIC BIDDING SYSTEMS
PROCEDES ET APPAREILS DESTINES A DES SYSTEMES ELECTRONIQUES D'OFFRES

13/TI/3 (Item 2 from file: 349)

TELECOMMUNICATION TRANSMISSION SYSTEM ADAPTED FOR AN ELECTRONIC   MARKET
    PLACE
SYSTEME   DE   TRANSMISSION   DE   TELECOMMUNICATIONS   ADAPTE   A   UN   MARCHE
    ELECTRONIQUE

13/TI/4 (Item 3 from file: 349)

IMPROVEMENTS IN, OR RELATING TO, TELECOMMUNICATIONS TRANSMISSION SYSTEMS
AMELIORATIONS APPORTEES AUX SYSTEMES DE TRANSMISSION DES TELECOMMUNICATIONS
    OU SE RAPPORTANT A CES SYSTEMES

13/TI/5 (Item 4 from file: 349)

ELECTRONIC INFORMATION NETWORK FOR INVENTORY CONTROL AND TRANSFER
RESEAU ELECTRONIQUE D'INFORMATION DESTINE A LA GESTION ET AU TRANSFERT
    D'INVENTAIRES

13/TI/6 (Item 5 from file: 349)

A CAMERA WITH INTERNAL PRINTING SYSTEM
APPAREIL PHOTOGRAPHIQUE A SYSTEME D'IMPRESSION INTERNE

13/TI/7 (Item 6 from file: 349)

SYSTEM AND METHOD FOR MANAGING AND SERVING CONSUMER PRODUCT RELATED
    INFORMATION OVER THE INTERNET
SYSTEME ET PROCEDE PERMETTANT DE GERER ET DE TRANSMETTRE SUR INTERNET DES
    INFORMATIONS RELATIVES A DES PRODUITS DE CONSOMMATION

13/TI/8 (Item 7 from file: 349)

METHOD AND APPARATUS FOR AUTOMATED OPENING OF OPTIONS EXCHANGE
PROCEDE ET DISPOSITIF D'OUVERTURE AUTOMATIQUE D'UN MARCHE D'OPTIONS
?

13/5/3   (Item 2 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00668449
TELECOMMUNICATION   TRANSMISSION   SYSTEM ADAPTED FOR AN ELECTRONIC   MARKET
    PLACE
SYSTEME   DE   TRANSMISSION   DE   TELECOMMUNICATIONS   ADAPTE   A   UN   MARCHE
    ELECTRONIQUE
Patent Applicant/Assignee:
  TELIA AB (publ), TELIA AB (publ) , Marbackagatan 11, S-123 86 Farsta , SE
Inventor(s):
  ISAKSSON Lennart, ISAKSSON, Lennart , Andersvagen 5, S-954 35 Gammelstad
    , SE
  FIROUZFAR Reza, FIROUZFAR, Reza , Faltspatstigen 26, S-977 53 Lulea , SE
  HUHTA Anne-Marie, HUHTA, Anne-Marie , Lingonstigen 50, S-973 32 Lulea ,
    SE
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9952043 A2 19991014
  Application: WO 99SE519 19990331   (PCT/WO SE9900519)
  Priority Application: SE 981182 19980403
Designated States: EE LT LV NO US AT BE CH CY DE DK ES FI FR GB GR IE IT LU
  MC NL PT SE
Main International Patent Class: G06F-017/30;
International Patent Class: G06F-017/60;
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 12334

English Abstract
  The invention provides a telecommunications transmission system adapted
  to operate as a platform for an agent-based **electronic   market** . The
  platform is arranged to support agent-based market interactions between a
  plurality of agent types. The system includes a plurality of end user
  terminals arranged for connection to the Internet, at least one service
  provider server, a plurality of electronic shops and means for
  automatically creating and managing product categories/attributes for the
  electronic   market place and facilitating self regulation of the
  system.

13/5/5   (Item 4 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00631506
ELECTRONIC INFORMATION NETWORK FOR INVENTORY CONTROL AND TRANSFER
RESEAU ELECTRONIQUE D'INFORMATION DESTINE A LA GESTION ET AU TRANSFERT
  D'INVENTAIRES
Patent Applicant/Assignee:
  MAINTENET CORPORATION, MAINTENET CORPORATION , 121 1/2 North Michigan
    Street, Toledo, OH 43624-1927 , US
Inventor(s):
  PETERSON Larry C, PETERSON, Larry, C. , 211 Stone Oak Court, Holland, OH
    43528 , US
  KWIATKOWSKI Steven E, KWIATKOWSKI, Steven, E. , 203 East Second Street,
    Perrysburg, OH 43551 , US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9914698 A1 19990325
  Application: WO 98US19161 19980915 (PCT/WO US9819161)
  Priority Application: US 9758824 19970915
Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
  FI GB GE GH GM HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG
  MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN
  YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY
  DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML
  MR NE SN TD TG
Main International Patent Class: G06F-017/60;
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 29223

English Abstract
  A process for distributing items, especially industrial maintenance
  repair and operating (MRO) parts and supplies. The process includes as a
  first step providing a plurality of vendors for selling the item. Next,
  an information network by which each vendor can communicate to the other
  vendors a current inventory quantity and a current price of the item each
  of the vendors has for sale. A last step includes establishing an
  agreement among the vendors in which a first vendor agrees to sell to a
  second vendor, upon demand at a future point in time, up to the then
  current inventory quantity of the item at the then current price
  communicated over the information network by the first vendor to the
  second vendor.

17/TI/1   (Item 1 from file: 348)

System and method for automated trading
System und Verfahren fur automatisierten Handel
Systeme et procede pour l'echange commercial

17/TI/2   (Item 1 from file: 349)

METHODS AND APPARATUS FOR BROKERING TRANSACTIONS
PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL

17/TI/3   (Item 2 from file: 349)

SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR ONLINE FINANCIAL PRODUCTS
    TRADING
SYSTEME, PROCEDE DE PROGICIEL D'ECHANGE EN LIGNE DE PRODUITS FINANCIERS

17/TI/4   (Item 3 from file: 349)

ELECTRONIC NON-REPUDIATION SYSTEM AND METHOD
SYSTEME ET PROCEDE ELECTRONIQUE DE NON REPUDIATION

17/TI/5   (Item 4 from file: 349)

AN AUTOMATED EXCHANGE SYSTEM
SYSTEME D'ECHANGES AUTOMATISES

17/TI/6   (Item 5 from file: 349)

CROSSING NETWORK AND METHOD
RESEAU CROISE ET PROCEDE Y RELATIF

17/TI/7   (Item 6 from file: 349)

SYSTEM AND METHOD FOR MULTI-ENTERPRISE SUPPLY CHAIN OPTIMIZATION
SYSTEME   ET   PROCEDE D'OPTIMISATION D'UNE CHAINE D'APPROVISIONNEMENT ENTRE
    PLUSIEURS ENTREPRISES

17/TI/8   (Item 7 from file: 349)

METHOD FOR TRADING CUSTOMER ATTENTION FOR ADVERTISEMENT
METHODE DE NEGOCIATION DE L'ATTENTION DE CONSOMMATEURS POUR UNE PUBLICITE
?

17/5/1   (Item 1 from file: 348)
DIALOG(R)File 348:European Patents
(c) 2000 European Patent Office. All rts. reserv.

01082299
System and method for automated trading
System und Verfahren fur automatisierten Handel
Systeme et procede pour l'echange commercial
PATENT ASSIGNEE:
  Hewlett-Packard Company, (206030), 3000 Hanover Street, Palo Alto,
    California 94304, (US), (Applicant designated States: all)
INVENTOR:
  Preist, Christoper, 42 St.Andrews Roads, Montpelier, Bristol BS6 5EH,
    (GB)
  Van Tol, Maarten, Nieuwe Schoolstraat 2, 2613 SH Delft, (NL)
LEGAL REPRESENTATIVE:
  Lawman, Matthew John Mitchell et al (84551), Hewlett-Packard Limited, IP
    Section, Building 2, Filton Road, Stoke Gifford, Bristol BS12 6QZ, (GB)
PATENT (CC, No, Kind, Date): EP 952536 A1 991027 (Basic)
APPLICATION (CC, No, Date):   EP 98303047 980421;
DESIGNATED STATES: DE; FR; GB
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT EP 952536 A1
    In a distributed computing environment, processes (110-150) are
  connected via the Internet (100) and participate in an **automated**
 market place. In the market place, a mediation process (110) receives
  bids and offers from negotiation processes (120, 130, 150), and completes
  those transactions that have matching bid/offer values. Further, in some
  embodiments, the mediation process (110) publishes information relating
  to completed transactions. The **negotiation** processes comprise **buyer**
  processes (120), **seller** processes (130) and speculator processes (150),
  which, given a reservation price, calculate and submit offers for the
  goods or resources. The negotiation processes make their calculations, in
  part, on the basis of the information published by the mediation process
  (110). Further, the negotiation processes make their calculations using
  heuristic algorithms and learning rules, substantially independently of
  user intervention.
ABSTRACT WORD COUNT: 128
NOTE:
  Figure number on first page: 1

LEGAL STATUS (Type, Pub Date, Kind, Text):
 Examination: 000524 A1 Date of request for examination: 20000328
 Application: 991027 A1 Published application with search report
LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	9943	842
SPEC A	(English)	9943	4536
Total word count - document A			5378
Total word count - document B			0
Total word count - documents A + B			5378

17/5/2   (Item 1 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00730864
METHODS AND APPARATUS FOR BROKERING TRANSACTIONS
PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL
Patent Applicant/Assignee:
  NEXTAG COM INCORPORATED, One St. Francis Place, #4708, San Francisco, CA
    94107, US, US (Residence), US (Nationality)
Inventor(s):
  OJHA Purnendu Shekhar, One St. Francis Place, #4708, San Francisco, CA
    94107, US
  SCHMIDT Franklin Richard, 2655 43rd Avenue, San Francisco, CA 94116, US
  ORTIZ Rafael Gustavo, P.O. Box 525, La Honda, CA 94020, US
Legal Representative:
  VILLENEUVE Joseph M, Beyer & Weaver, LLP, P.O. Box 61059, Palo Alto, CA
    94306, US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200043851 A2 20000727 (WO 0043851)
  Application: WO 2000US1523 20000120 (PCT/WO US0001523)
  Priority Application: US 99117118 19990125; US 99265511 19990309
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
  DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Main International Patent Class: G06F
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 19143

English Abstract
  Methods and apparatus are described for facilitating a transaction
  between a buyer and one of a plurality of sellers via the Internet.
  Product information relating to a plurality of products meeting product
  criteria specified by the buyer is presented via the Internet. One of the
  plurality of sellers is associated with each of the products. A first bid
  from the buyer for a first one of the plurality of products is made
  available via the Internet to a first seller associated with the first
  product. A first bid response is presented via the Internet to the buyer
  according to response criteria specified by the first seller. Where the
  first bid response is an acceptance of the first bid, consummation of the
  transaction is facilitated. Where the first bid response is a
  counteroffer, further negotiation via the Internet between the buyer and
  the first seller is enabled.

17/5/3   (Item 2 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00726671
**SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR ONLINE FINANCIAL PRODUCTS
    TRADING**
SYSTEME, PROCEDE DE PROGICIEL D'ECHANGE EN LIGNE DE PRODUITS FINANCIERS
Patent Applicant/Assignee:
  ULTRAPRISE CORPORATION, 123 East German Street, Shepherdstown, WV 25443,
    US, US (Residence), US (Nationality)
Inventor(s):
  LEVINE David A, Route 1, Box 123, Shepherdstown, WV 25443, US
  LEVINE Monica Larson, Route 1, Box 123, Shepherdstown, WV 25443, US
  MINTON Gabriel D, 4942 Red Hill Road, Keddysville, MD 21756, US
  POLETTI Jonathan, 309 East Main Street, Middletown, MD 21769, US
  SONDREGGER Dean, 21890 Hyde Park Drive, Ashburn, VA 20147, US
Patent Applicant/Inventor:
  HEFFNER Reid R, 123 East German Street, Shepherdstown, WV 25443, US,
    US (Residence), US (Nationality)
Legal Representative:
  DURKIN Tracy-Gene G, Sterne, Kessler, Goldstein & Fox P.L.L.C., 1100 New
    York Avenue, N.W., Suite 600, Washington, DC 20005-3934, US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200039736 A2 20000706 (WO 0039736)
  Application: WO 99US31107 19991230 (PCT/WO US9931107)
  Priority Application: US 98114578 19981231; US 99270837 19990318
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
  DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Main International Patent Class: G06F-017/60
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 23670

English Abstract
  A system, method and computer program product are provided for an **online**
  , centralized financial products **exchange** system which automates and
  standardizes the secondary market process by applying a data
  transformation and mapping process to loan information and instantly
  matching available loans and loan pools with the purchasing criteria of
  buyers. The system transforms the loan information that is entered by the
  user into a standardized data format. Data is filtered before being
  forwarded to a subscriber using a pre-defined criteria selected by the
  subscriber. The system includes a plurality of Web servers for receiving
  and providing loan information from and to subscribers on several Web
  clients and a database server for searching the predefined rules to
  match potential **buyers** with **sellers** . The system also includes a
  database for storing information relating to negotiations (i.e., bidding)
  for the sale of loans and for storing predefined rules for pre-registered
  buyers and sellers. The system further includes a database and server for
  storing risk/return information that is made available to subscribers for
  analysis.

17/5/4   (Item 3 from file: 349)
DIALOG(R)File 349:PCT Fulltext
(c) 2000 WIPO/MicroPat. All rts. reserv.

00717079
ELECTRONIC NON-REPUDIATION SYSTEM AND METHOD
SYSTEME ET PROCEDE ELECTRONIQUE DE NON REPUDIATION
Patent Applicant/Assignee:
  TRADE ACCESS INC, TRADE ACCESS, INC. , 350 Massachusetts Avenue,
    Cambridge, MA 02139-4182 , US
Inventor(s):
  CONKLIN Jeffrey, CONKLIN, Jeffrey , 41 Rutland Square, Boston, MA 02118 ,
    US
  FOUCHER David, FOUCHER, David , 374 Beacon Street, Somerville, MA 02143 ,
    US
  FOUCHER Daniel, FOUCHER, Daniel , 195 South Road, Bedford, MA 01730 , US
Patent and Priority Information (Country, Number, Date):
  Patent: WO 0029973 A1 20000525 (WO 200029973)
  Application: WO 99US27183 19991116 (PCT/WO US9927183)
  Priority Application: US 98192979 19981116
Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
  UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ
  MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ
  CF CG CI CM GA GN GW ML MR NE SN TD TG
Main International Patent Class: G06F-017/00;
Publication Language: English
Filing Language: English
Fulltext Availability:
  Detailed Description
  Claims
Fulltext Word Count: 19217

English Abstract
  An **electronic** non-repudiation multivariate **negotiations** engine for
  iterative bargaining which: enables a sponsor to create and administer a
  community between participants such as buyers and sellers having similar
  interests; allows a **buyer** /participant to search and evaluate **seller**
  information (70), propose and **negotiate   orders** and counteroffers that
  include all desired terms (74), request sample quantities (74), and track
  activity (58); allows a seller/participant to use remote authoring
  templates to create a complete Website for immediate integration and
  activation in the community (50), to evaluate proposed buyer orders and
  counteroffers (54), and to negotiate multiple variables such as prices,
  terms, conditions, etc., iteratively with a buyer (74). The system
  provides secure databases, search engines, and other tools for use by the
  sponsor, which enable the sponsor to define the terms of community
  participation, establish standards, help promote the visibility of
  participating companies, monitor activity, collect fees, and promote
  successes. The system maintains internal databases that contain the
  permanent history of all transactions in each community, so that
  sponsors, buyers and sellers may retrieve appropriate records to document
  each stage of interaction and negotiation. Documents are created by the
  system during the negotiation process.

```
Set     Items    Description
S1      33381    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                 LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                 AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                 OR BUYING(2N)SELLING OR MARKET?)
S2        796    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                 UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                 LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                 OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3       1010    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                 CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                 UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                 ETPLACE OR TRADING)
S4      34820    S1 OR S2 OR S3
S5       3046    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                 (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                 LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                 FILLED)
S6      25043    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                 T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7          5    S2 AND S5
S8          3    S2 AND S6
S9         12    (AUTOMAT?? OR REAL(W)TIME OR REALTIME OR COMPUTERI???)(5N)-
                 S2
S10        12    RD (unique items)
S11      3213    QUANTIT??? AND PRICE??
S12        16    S2 AND S11
S13        16    RD (unique items)
?
```

7/TI/1   (Item 1 from file: 583)

Chinese Petroleum to import LNG from Malaysia
  TAIWAN: ROC TO IMPORT LNG FROM MALAYSIA

7/TI/2   (Item 2 from file: 583)

Browne urges greater exploration activity
  WORLD - GREATER OIL EXPLORATION NEEDED TO MEET FORECAST DEMAND

7/TI/3   (Item 1 from file: 2)

 Title: A system for the design of short term harvesting strategy

7/TI/4   (Item 2 from file: 2)

 Title: Experimental results for single period auctions

7/TI/5   (Item 3 from file: 2)

 Title: An algorithm for approximating the performance of telecommunication
systems
?

5843020   INSPEC Abstract Number: B9804-8110B-031, C9804-7165-002
  Title: Experimental results for single period auctions
  Author(s): Bernard, J.; Either, R.; Mount, T.; Schulze, W.; Zimmerman, R.
; Gan, D.; Murillo-Sanchez, C.; Thomas, R.; Schuler, R.
  Author Affiliation: Agric., Resource & Manage. Econ., Cornell Univ.,
Ithaca, NY, USA
  Conference Title: Proceedings of the Thirty-First Hawaii International
Conference on System Sciences (Cat. No.98TB100216)   Part vol.3   p.15-23
vol.3
  Publisher: IEEE Comput. Soc, Los Alamitos, CA, USA
  Publication Date: 1998 Country of Publication: USA   7 vol.
(xiv+689+ix+346+xi+470+xiv+581+xi+481+xiv+753+xvi+849) pp.
  ISBN: 0 8186 8255 8   Material Identity Number: XX98-00241
  U.S. Copyright Clearance Center Code: 1060-3425/98/$10.00
  Conference Title: Proceedings of the Thirty-First Hawaii International
Conference on System Sciences
  Conference Sponsor: Univ. Hawaii
  Conference Date: 6-9 Jan. 1998   Conference Location: Kohala Coast, HI,
USA
  Language: English   Document Type: Conference Paper (PA)
  Treatment: Practical (P)
  Abstract: The objective of the paper is to present experimental results
for testing the performance of different auction mechanisms related to the
introduction of competitive markets for the generation of electricity. The
research is based on the concept of smart markets introduced by Vernon
Smith (K.A. McCabe et al., 1991) and a simulation model (PowerWeb) of a
realistic bulk power system. There are unique physical aspects associated
with the **supply** of electricity (e.g. required instantaneous **matching** of
 supply and **demand** , unintended congestion of parallel transmission
routes and maintenance of system stability in response to disturbances). As
a result, traditional theories of efficient markets and auction structures
developed for other commodities may not be efficient if applied without
alteration to markets for electricity. Conversely, current utility rules of
operation developed for a centrally planned regime may not be appropriate
in a competitive environment. The research does not address the issues of
multiperiod operations (unit commitment) and multidimensional markets
(ancillary services), and considers only real power in a single time
period. The main objective is to test three alternative auction mechanisms
when market power is a potential problem. This situation occurs when limits
on transmission lines are binding to form a load pocket in which **demand**
 is **met** by a few (in this case two) generators. (33 Refs)
  Descriptors: digital simulation; electricity supply industry; marketing;
power system analysis computing
  Identifiers: experimental results; single period auctions; auction
mechanisms; competitive markets; smart markets; simulation model; PowerWeb;
realistic bulk power system; electricity supply; instantaneous matching;
parallel transmission routes; system stability; auction structures;
centrally planned regime; competitive environment; multiperiod operations;
unit commitment; multidimensional markets; ancillary services; alternative
auction mechanisms; market power; transmission lines
  Class Codes: B8110B (Power system management, operation and economics);
C7165 (Public utility administration); C7410B (Power engineering computing
); C7170 (Marketing computing); C6185 (Simulation techniques)
?

8/TI/1   (Item 1 from file: 35)

RESOURCE-CONSTRAINED MULTI-PROJECT MANAGEMENT: A HIERARCHICAL DECISION SUPPORT SYSTEM (CAPACITY PLANNING, SCHEDULING)

8/TI/2   (Item 1 from file: 2)

 Title: Traffic restraint, road pricing and network equilibrium

8/TI/3   (Item 1 from file: 99)

Traffic restraint, road pricing and network equilibrium
?

10/TI/1   **(Item 1 from file: 583)**

GIC, two partners invest $14m in Asian online bond trading venture
  ASIA: CYBER BOND TRADING EXCHANGE GETS INVESTORS

10/TI/2   **(Item 2 from file: 583)**

CWC online credit card verification
  UK: CWC TO LAUNCH WEB-COMMERCE SERVICE

10/TI/3   **(Item 3 from file: 583)**

SE reveals reform package
  UK: SE ISSUES SECOND TRADING REFORM DOCUMENT

10/TI/4   **(Item 4 from file: 583)**

Cathay plans increased use of computers
  HONGKONG: CATHAY TO DEVELOP NEW REVENUE SYSTEM

10/TI/5   **(Item 5 from file: 583)**

General Motors monte en regime
  FRANCE: RESULTS OF GENERAL MOTORS STRASBOURG

10/TI/6   **(Item 6 from file: 583)**

SUPPLYNET CRITICISED
  AUSTRALIA - SUPPLYNET CRITICISED

10/TI/7   **(Item 7 from file: 583)**

NEW ATTEMPT MADE TO ESTABLISH NORDEX
  UK - NEW ATTEMPT MADE TO ESTABLISH NORDEX

10/TI/8   **(Item 8 from file: 583)**

IDS WINS FIDESSA ORDER FROM ALLIED PROVINCIAL SECURITIES
  UK - IDS WINS FIDESSA ORDER FROM ALLIED PROVINCIAL SECURITIES

10/TI/9   **(Item 9 from file: 583)**

PIRELLI TO IMPLEMENT DEC WAREHOUSE SYSTEM ON IBM KIT
  UK - PIRELLI TO IMPLEMENT DEC WAREHOUSE SYSTEM ON IBM KIT

10/TI/10   **(Item 1 from file: 2)**

Title: Matching demand **with** supply **in** real- time

10/TI/11 **(Item 1 from file: 233)**
DIALOG(R)File 233:(c) 2000 Info. Today Inc. All rts. reserv.

Dell links virtual supply chain

10/TI/12 **(Item 2 from file: 233)**
DIALOG(R)File 233:(c) 2000 Info. Today Inc. All rts. reserv.

Commerce firm seen acquiring a leader in XML
?

4628567   INSPEC Abstract Number: B9405-8110B-006, C9405-3340H-012
 Title: Matching demand **with** supply **in** real- time
  Journal: Modern Power Systems   vol.14, no.1   p.39, 41
  Publication Date: Jan. 1994 Country of Publication: UK
  CODEN: MPSYDU ISSN: 0260-7840
  Language: English   Document Type: Journal Paper (JP)
  Treatment: Practical (P)

  Abstract: Towards the end of 1993, the UK's National Grid Company (NGC)
officially opened its integrated energy management system (EMS). The
system, designed and delivered by Siemens Empros, will help NGC improve the
efficiency of its transmission network operations. The EMS configuration is
described as are the network applications. The real-time network analysis
functions are described as is the training simulator. (1 Refs)

  Descriptors: digital simulation; load management; power system computer
control; training
  Identifiers: National Grid Company; integrated energy management system;
EMS configuration; Siemens Empros; network applications; real-time network
analysis; training simulator
  Class Codes: B8110B (Power system management, operation and economics);
B0120 (Education and training); C3340H (Electric systems); C7410B (Power
engineering); C7420 (Control engineering); C7810C (Computer-aided
instruction)

13/TI/1   (Item 1 from file: 35)

AUCTIONS, INFORMATION REVELATION, AND RENEGOTIATION

13/TI/2   (Item 2 from file: 35)

EXTENDING THE MONETARY SEARCH ENVIRONMENT (PRICE DISPERSION, SEARCH FRICTIONS)

13/TI/3   (Item 3 from file: 35)

INFORMATION TRANSMISSION AND INCENTIVES IN MARKETS

13/TI/4   (Item 4 from file: 35)

SERVICE LEVEL CONSTRAINTS AND TOTAL ORDER QUANTITY COMMITMENTS IN INVENTORY MODELS

13/TI/5   (Item 5 from file: 35)

ESSAYS ON MATCHING, BARGAINING, AUCTIONS AND EVOLUTIONARY GAME THEORIES (GAME THEORY)

13/TI/6   (Item 6 from file: 35)

SUPPLY MANAGEMENT UNDER UNCERTAINTY

13/TI/7   (Item 7 from file: 35)

DYNAMIC HORTICULTURALISTS: POPULATION EXPANSION IN THE PREHISTORIC BAHAMAS (CARIBBEAN, ECONOMICS, ARCHAEOLOGY, DEMOGRAPHY, LUCAYAN ARAWAKS)

13/TI/8   (Item 8 from file: 35)

ECONOMIC ANALYSIS OF WINTER VEGETABLE MARKETS IN TUNISIA (STRUCTURE, EFFICIENCY, CONDUCT, DEMAND-SUPPLY, PERFORMANCE)

13/TI/9   (Item 9 from file: 35)

A GENERAL THEORY OF NATURAL AND ENVIRONMENTAL RESOURCE PRICING AND USE

13/TI/10   (Item 10 from file: 35)

FINANCIAL LINKAGES ON THE SUPPLY SIDE: THREE ESSAYS ON BUSINESS BEHAVIOR, "WORKING CAPITAL" FINANCE, AND NATIONAL INCOME THEORY

13/TI/11   (Item 1 from file: 583)

Dot-coms vying to be the fittest survivors
  US: DOTCOMS AND THE ELECTRONICS INDUSTRY

13/TI/12   (Item 1 from file: 2)

Title: Negotiations within supply chains

13/TI/13   (Item 2 from file: 2)

**Title: Hierarchical constraint satisfaction of multilateral trade matching
in commodity auction markets**

13/TI/14   (Item 3 from file: 2)

Title: A cooperative game theory model of quantity **discounts**

13/TI/15   (Item 4 from file: 2)

Title: Cutting material costs (computerized purchasing systems)

13/TI/16   (Item 5 from file: 2)

 Title: Equilibrium evolution of a many-goods, many-sector economy
?

5699839   INSPEC Abstract Number: C9711-1290D-010
 **Title: Hierarchical constraint satisfaction of multilateral trade matching
in commodity auction markets**
   Author(s): Ryu, Y.U.
   Author Affiliation: Dept. of Decision Sci., Texas Univ., Dallas, TX, USA
   Abstract: A commodity auction market provides a trading intermediary
whose role is to find optimal trade **matching** between **buyers** and
 sellers   that satisfies their trading constraints. Some commodity auction
markets utilize forms of electronic trading intermediary systems in order
to improve the efficiency and effectiveness of trading of huge volumes of
transactions during short periods of time. Previous research works on
electronic trading intermediary systems focus on the maximization of the
trade volume obtained by satisfying mainly **price** and **quantity**
constraints. The principal restriction of these approaches is that the
heterogeneity of the commodity is ignored or at least not significantly
considered. The objective of the study in this paper is to propose a
computable mechanism of trading intermediaries for commodity auction
markets, supporting not only ordinary trading constraints of **prices** and
 quantities but also other qualitative and quantitative constraints on the
commodity properties and trading conditions. (11 Refs)
   Descriptors: commodity trading; constraint handling; electronic trading;
optimisation
   Identifiers: hierarchical constraint satisfaction; multilateral trade
matching; commodity auction markets; trading intermediary; optimal trade
matching; electronic trading intermediary systems; trade volume
maximization; qualitative constraints; quantitative constraints
   Class Codes: C1290D (Systems theory applications in economics and
business); C6170K (Knowledge engineering techniques); C1180 (Optimisation
techniques); C7120 (Financial computing); C6110L (Logic programming)

File 278:Microcomputer Software Guide 2000/Sep
        (c) 2000 Reed Elsevier Inc.
File 634:San Jose Mercury Jun 1985-2000/Sep 13
        (c) 2000 San Jose Mercury News
File 256:SoftBase:Reviews,Companies&Prods. 85-2000/Aug
        (c)2000 Info.Sources Inc

```
Set     Items    Description
S1      13176    (E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-
                 LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-
                 AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL???
                 OR BUYING(2N)SELLING OR MARKET?)
S2        380    (BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-
                 UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -
                 LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL????
                 OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3        628    REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-
                 CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-
                 UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-
                 ETPLACE OR TRADING)
S4      13961    S1 OR S2 OR S3
S5        918    (SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-
                 (3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR
                 LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR
                 FILLED)
S6       1874    (BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-
                 T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7          2    S2 AND S5
S8          1    S2 AND S6
S9          7    (AUTOMAT?? OR REAL(W)TIME OR REALTIME OR COMPUTERI???)(5N)-
                 S2
S10        97    S1 AND S2
S11        36    (INTERNET OR WEB OR ONLINE)(5N)S2
S12      1447    QUANTIT??? AND PRICE??
S13         0    S11 AND S12
S14      4221    DEMAND AND SUPPLY
S15         2    S11 AND S14
S16        11    S2 AND S3
?
```

all considered

7/3,K/1   (Item 1 from file: 634)

05074416
POPULARITY BREWS CONCERNS OF QUALITY FOR P.A. BEER MAKER
SAN JOSE MERCURY NEWS (SJ) - Wednesday, September 6, 1989
By: Susan Wolfe column
Edition: Morning Final Section: Extra 2 Page: 9
Word Count: 610

TEXT:
...consecutive years by the Great American Beer Festival.

    Now the challenge to Pete's Brewing Co. of Palo Alto is to maintain its
standards while **satisfying** an increasing **demand** .

CAPTION:
PHOTO

    David Hornback -- Extra

    Company President Mark Bozzini tries to **match**   **supply** of his
'boutique' beer with **demand**

 7/3,K/2   (Item 2 from file: 634)

04546880
VIDEO RENTAL STORES FACE RISING COMPETITION, PRICES A FEW IS COMPANY;
27,000 IS A CROWD
SAN JOSE MERCURY NEWS (SJ) - Monday, June 13, 1988
By: DAVID TULLER, Special to the Mercury News
Edition: Morning Final Section: Business Monday Page: 1C
Word Count: 1041

... Elevens and other convenience stores also have added movie rentals to
their stock. And mass marketers like K mart sell movies for prices that
independent **dealers** can't **match** . ''They **buy** in such tremendous volume
that they can actually sell new tapes cheaper than we can get them
wholesale,'' says Jack Livinggood, owner of Play It...

... many copies of the hottest titles to buy is a critical factor in
maintaining a competitive edge. A store needs to have enough copies to
 satisfy **demand** , but not so many that they end up sitting on the shelf a
month or two down the line.

    ''We could have ordered 20 copies...
?

8/3,K/1   **(Item 1 from file: 256)**
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
(c)2000 Info.Sources Inc. All rts. reserv.

00121245   DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Search Engines   (838403); E-Commerce   (836109)

**TITLE: Courting Retailers: Metasearchers Increasingly Cozy up to
E-Commer...**
AUTHOR: Andrews, Whit
SOURCE: Internet World,   v6 n2 p33(2) Jan 15, 2000
ISSN: 1097-8291
HOMEPAGE: http://www.iw.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20000330

...toward users but also toward data suppliers. For instance, Bill Brandel
of BuyerZone, a small business hub, describes BuyerZone's philosophy as
'Nobody owns the **buyer** on the Internet.' BuyerZone gathers **supplier** and
 buyer information and **matches**   **buyer** and **seller** . The advanced model
is more sophisticated than the one that gathers all research results and
ranks them in **order** of relevance. Indexers of indexers now develop
results that consumers want and that many retailers can use. Some also
gather data about consumer activities within...
?

00117760   DOCUMENT TYPE: Review

PRODUCT NAMES: Food Distributors (841048); Internet Marketing (835552)

TITLE: Trading Tomato Juice And Garlic Online
AUTHOR: Warner, Bernhard Ward, Jacob
SOURCE: Industry Standard,   v2 n20 p42(2) Jun 28, 1999
ISSN: 1098-9196
HOMEPAGE: http://www.thestandard.com

RECORD TYPE: Review
REVIEW TYPE: Company

Stamford, Connecticut's Efdex wants to rule the world, or at least the
world's only Internet restaurant supply trading system. The proposed
global network would link   buyers and sellers of restaurant foods,
preparations, and other supplies into what Efdex's chairman, Tim Carron
Brown, says will be `the Instinet for the food-and-beverage industry.'
Brown was founder of the English trade publication `Marketing Week.' His
new venture is a potential trillion-dollar business that requires such
extraordinarily high start-up costs that Efdex is likely to stand alone
when it is fully up and running. The only visible competition, virtual
warehouse clubs like Mercata.com and Popular Demand , have major
limitations in their services thus far. Efdex just started operations in
the United Kingdom, with plans for a U.S. buyers' market by the end of this
year. The existing market is considered very inefficient, with trade going
to local vendors, whatever their prices. Efdex plans to supply up-to-date
pricing information through an ambitious media operation, and is already
producing 12 hours of video daily from a large studio near London. It plans
to provide its trading system for free, and may even sometimes distribute
computers to buyers, charging monthly fees for access to information.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: Internet Marketing; Groceries; Restaurants; Food Distributors
     ; Public Networks
REVISION DATE: 19990930

00104634   DOCUMENT TYPE: Review

PRODUCT NAMES: Catalog Orders (830801); Internet Marketing (835552)

TITLE: A simple case of supply and demand
AUTHOR: Wildemuth, Scott
SOURCE: Datamation,   v43 n11 p99(3) Nov 1997
ISSN: 0011-6963
HOMEPAGE: http://www.datamation.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Womex Online, or the World Merchandise Exchange, is based on the idea that
adding a middleman rather than cutting out the middleman increases profits.
So far Womex's idea is proving to be a wise one. The start-up has gone onto
the Internet to serve as a link between buyers and sellers in
different countries. First, Womex eliminated the costs of expensive paper
catalogs. The catalogs cost money not only to produce and send, but also in

faxing orders. The Internet has eliminated faxing expenses at both ends of the process, since catalogs are now online. For as little as $4,000 a year, a seller can place their catalog on Womex's online Web site. This was not the only service that Womex thought to offer buyers and sellers. Womex also has an e-mail system integrated with its catalogs. Sellers and buyers can use it to communicate with one another. When users sign onto Womex, they are given a user name and password. The lack of ability to pick one's own user name and password is perhaps the only bad feature of this company's service, since it does not lend itself to the security that a chosen password that could be memorized does. This is a small difficulty, however. Womex is a proven asset against the pressures of inflation on retailers to reduce margins. It cuts costs in selling, even in terms of making buying trips less necessary and more efficient.

COMPANY NAME: Vendor Independent   (999999)
SPECIAL FEATURE: Screen Layouts
DESCRIPTORS: Catalog Orders; Internet Marketing; Public Networks;
    Wholesalers; Advertising
REVISION DATE: 19980530
?

16/TI/1   (Item 1 from file: 634)

COMING SOON -- MORE CHOICES ON INTERNET FOR FRUGAL FLIERS

16/TI/2   (Item 2 from file: 634)

STORES TO FORM ONLINE MARKET STREAMLINING: SEARS, FRENCH CHAIN TO BUILD EXCHANGE WITH ORACLE.

16/TI/3   (Item 3 from file: 634)

INTERNET MARKETPLACES A BLESSING FOR BUSINESSES BARTER BOOM: EXCHANGES BETWEEN BUSINESSES HAVE BEEN MADE EASIER.

16/TI/4   (Item 4 from file: 634)

SHOPPERS GET NEW POWERS ON WEB SITES

16/TI/5   (Item 1 from file: 256)

TITLE: B-to-B Aggregators: Vertical Domination

16/TI/6   (Item 2 from file: 256)

TITLE: Web Trading Communities Offer New Supply Channel

16/TI/7   (Item 3 from file: 256)

TITLE: Bidder Suite: BizBuyer.com uses a reverse   auction model to make...

16/TI/8   (Item 4 from file: 256)

TITLE: Web Marketplace To Bring Close-Out Industry Online

16/TI/9   (Item 5 from file: 256)

TITLE: Going, Going, Gone!: E-commerce is leading to an anything-goes...

16/TI/10   (Item 6 from file: 256)

TITLE: Electronic Procurement

16/TI/11   (Item 7 from file: 256)

TITLE: Buyers, Sellers Connect On Trading Hubs
?

INTERNET MARKETPLACES A BLESSING FOR BUSINESSES BARTER BOOM: EXCHANGES BETWEEN BUSINESSES HAVE BEEN MADE EASIER.
San Jose Mercury News (SJ) - Monday, February 7, 2000
By: MARLA DICKERSON, Los Angeles Times
Edition: Morning Final Section: Business Monday Page: 16E
Word Count: 1,066

TEXT:
David Lowe knows that eBay is the online place to sell a few Beanie Babies or baseball cards. But when his family's Los Angeles wholesale clothing company needed to unload 12,000 sets of children's pajamas and warm-up suits in December, he headed for TradeOut.com, an Internet trading exchange that helps businesses find buyers for excess inventory.

Lowe and his mother, Sai-Chen Chen, head of Oriental Products Inc., sold only 360 pieces through that initial online experiment. But they are far from discouraged. The Internet buyer paid them double what they could have gotten through a traditional liquidator. They garnered more than a half-dozen additional sales leads that may pay off in the future. And the whole effort cost them very little time or money.
The real action in Internet auctions is in **business** -to-**business** transactions, where such **trading** sites quickly and quietly have outpaced their better-known consumer cousins. An estimated 200 to 300 electronic exchanges are now operating on the Internet, the vast majority of them catering to companies looking to buy or sell stodgy staples such as auto parts, coal and hay balers.

Giant savings

Analysts are projecting that giant corporations such as General Motors Corp., which recently chose San Francisco-based online marketplace builder Commerce One to link it with its base of 30,000 suppliers, will save hundreds of millions of dollars annually in procurement costs thanks to reduced paperwork and transparent pricing. Shares of Commerce One have soared, underscoring the ascension of business-to-business commerce as the hottest investment vehicle in cyberspace.

But investors and big corporations with far-flung supplier bases aren't the only ones profiting from exchange technology. Small-business owners are finding that Internet marketplaces are giving small companies some of the clout of the big guys.
Entrepreneurs like Lowe are selling overstock on auction sites such as TradeOut.com rather than accept pennies on the dollar from traditional liquidators. They're pooling their purchasing power on buyer aggregation sites like Shop2gether.com. They're bartering digitally to save cash through companies such as LassoBucks.com. They're even borrowing a page from government and big corporations by putting their purchases out for competitive bid. Using request-for-quote services such as BizBuyer.com, even small-business buyers can get multiple bids on everything from long-distanceservice to janitorial supplies.

In the process, industry watchers and small-business owners say, entrepreneurs are saving time, lowering their transaction costs, reaching more customers and suppliers, and securing better prices.

''It was a lot less trouble than calling a broker,'' Lowe said. ''And we made more money.''

Internet exchanges are essentially online intermediaries that bring buyers and sellers together. Online auctions are one of the most popular forms of Internet exchanges, but there are a number of permutations,

including buyer aggregation sites, barter sites and vertical trading communities targeting specific industries like steel or plastics.

San Francisco-based e-commerce analyst Vernon Keenan estimates that nearly 15 percent of the estimated $81 billion in online commerce tallied last year was conducted through these electronic exchanges. He expects that to grow to 40 percent by 2004, when the Internet economy is projected to grow to nearly $1.4 trillion.

Small businesses benefit

The reason is obvious, Keenan says, particularly for small-business owners who have yet to realize much benefit from the online revolution. Many a small player has built a Web site hoping to attract customers, only to be disappointed when little traffic came its way. Internet exchanges aim to aggregate all those isolated buyers and sellers to everyone's advantage, a process that often results in lower transaction costs and dynamic pricing.

Consider Cellina Fafard and Desmond Armstrong.

Though they have never met, the two Los Angeles-area business owners are doing business together thanks to local Internet trading exchange BizBuyer.com. The company essentially operates as an online request-for-proposal service that lets small-business buyers get competitive bids on goods and services from more than 18,000 vendors.

Buyers fill out an online **request** form for whatever they want to purchase. BizBuyer.com **matches** that **request** with the appropriate **sellers** , who respond with quotes. The company returns that information to the buyer via the Internet in a side-by-side format for easy comparison. The buyer is then free to contact any or all bidders and close the deal offline. Buyers pay nothing for the service. Sellers pay $1 to $5 for each bid they submit, and commissions ranging from 1 percent to 30 percent of the purchase price if a deal is completed.

Obtaining more bids

Fafard, who is busy opening her women's clothing boutique and art gallery, used the service to obtain six bids on business insurance. She chose Armstrong's company, Armstrong Insurance Group, and saved more than half off the annual premium quoted by her existing agent.

''Let's face it. If I had relied on the Yellow Pages, I would have stopped at three quotes and paid through the nose,'' Fafard said.

Armstrong, too, is sold on Internet exchanges. A former technophobe, the 60-year-old insurance broker understood enough about the Internet to grasp that the medium is challenging traditional intermediaries like him with new ones such as RightQuote.com, Quotesmith.com and BestQuote.com.

Armstrong says his 30-person company already has made 700 quotes through BizBuyer.com, closing 2 percent to 5 percent of those deals, numbers he calls ''outstanding.'' He has invested more than $500,000 to upgrade his company's computers and is working with other online players such as eMedQuote.com. This year, Armstrong expects to generate as much as 25 percent of his revenue online.

The Internet also is updating the practice of bartering, in which businesses swap goods and services instead of cash. The concept is as old as commerce itself, but online barter exchanges such as LassoBucks.com are winning converts such as Scott Floman, a restaurateur and caterer .

Like many small companies, Floman's Big Screen Cuisine and the Edge Catering businesses are seasonal. Floman had long thought about bartering that excess capacity, but never found time to wade through the print catalogs of traditional exchanges. LassoBucks.com did the searching for him, and herecently completed his first transaction. Using credit provided him through the LassoBucks system, Floman ''purchased'' $420 worth of legal

advice through an attorney registered with the exchange. He now stands ready to work off those credits by providing another LassoBucks member with catering service.

SHOPPERS GET NEW POWERS ON WEB SITES
San Jose Mercury News (SJ) - Monday, August 9, 1999
By: DEBORAH KONG, Mercury News Staff Writer
Edition: Morning Final Section: Front Page: 1A
Word Count: 1,416

TEXT:
Savvy Web users have gotten used to the novelty of 24-hour shopping, speedy search engines that compare prices and the convenience of having goods delivered to their doors. Now, a new group of Web sites is further altering the relationship between consumers and merchants, letting people leverage their power as buyers.

The new sites are allowing online shoppers to do things it would be tough to do otherwise, such as joining with dozens of strangers to secure volume discounts. Some let shoppers imitate what they might do in the real world, but on a larger scale -- electronically haggle over the price of an item with multiple merchants.

In the process, these online companies are disproving observers who predicted that the arrival of the Internet signaled the death of the middleman. Instead, companies such as Accompany Inc., Mercata Inc., NexTag.com, Priceline.com and eWanted.com are carving out new roles as Web intermediaries.

''We're doing something in the virtual world, in cyberspace, that just couldn't be done in the real world,'' said Mercata CEO Tom Van Horn. ''You couldn't even get people together in a neighborhood, let alone across America, to go buy ice cream makers together.''

It wasn't an ice cream maker but a Palm Pilot that drew Ron DeWitt to Accompany's Web site. The Palm cost about $450 when DeWitt placed his online order one day in April. Then he watched the price drop steadily as a half-dozen co-workers and strangers from across the Internet placed orders.

By the end of the day, about 20 people agreed to buy the Palm V's, generating a savings of about $100 per person.

The premise is simple: As more people agree to buy, the discount increases and the price falls.

''This is the notion of getting enough buyers together to actually create some negotiating power where there might not have been any before,'' said digital commerce analyst Fiona Swerdlow of Jupiter Communications.

Supplier pays part

At San Francisco-based Accompany (www.accompany.com), which recently received financial backing from Netscape co-founder Marc Andreessen, consumers such as DeWitt can choose from categories such as electronics, sporting goods, luggage and software.

Accompany, which takes a slice of each transaction from the suppliers,negotiates discounts with the companies that are set according to how many items people buy. It invites buyers to pool their purchasing power during a ''buy cycle,'' a set period of time when discounts are offered. Those who place orders during the cycle are committed to purchasing the product; if more people join after they do, it's likely the price will drop.

That creates a powerful incentive for shoppers to recruit friends and

family. In his San Francisco office, co-workers were closely monitoring the price, said DeWitt, who heard about the company from a friend who works there.

''If you were busy doing something else and the price dropped, you'd hear a shout from one end of the building,'' DeWitt said.

Savings are illustrated with a bar graph that shows, for example, that if five or fewer people purchase the Palm V, it will cost $350. If at least 21 agree to buy it, the price will dip to $325. The number of people who have joined the cycle and the savings also are reflected in the bar graph.

''It was kind of fun because it's kind of like a game, 'Are more people going to buy it, and are you going to get it at a lower price?' '' said John Gilliland, who also bought a Palm V from Accompany after hearing about the service at a party in San Francisco.

A similar service is offered by Bellevue, Wash.-based Mercata, which uses the power of group buying to generate savings. Its site, funded by Microsoft co-founder Paul Allen's Vulcan Ventures Inc., sports a logo of hands clutching fistfuls of cash, proclaiming ''Buying Power to the People.'' Mercata's revenues, like a traditional retailer's, come from the difference between the cost of the product and the sale price.

Melissa Landry visited the site (www.mercata.com) and found a Sharp VCR for $159.99 being offered as part of a ''PowerBuy'' that lasted for five days. Landry, of Houston, didn't immediately place an order; instead, she watched as the price dropped to $120 two days later. One day after that, when the price fell to about $90, she placed an order.

''You kind of feel like you're gambling a little bit,'' she said.

Another set of companies places power directly in consumers' hands by letting them set the price as sellers bid for their business.

Priceline.com was one of the first to try this, allowing consumers to **name** their **price** for hotel rooms, airline tickets, home financing and new cars. Users specify the price, area, day and rating of a hotel room, for example, and if Priceline finds a room within an hour, the purchase will be charged to their credit card.

San Mateo-based NexTag.com, which launches today, applies the idea to electronics but takes it a step further, using the interactive nature of the Internet to allow potential buyers to bargain with sellers. Product listings show a comparison of prices, which include tax and shipping.

A recent bid of $100 for a portable MP3 player using an early version of the service generated several responses from sellers, such as PC Mall and Micro Warehouse, but all were higher than $100. A subsequent bid of $140 generated six responses, with some of the sellers reducing their prices, but still none of the **offers** listed on the NexTag site **matched** the $140 **bid** .

Visits to the **sellers** ' Web sites, however, showed that at least one offered a $50 rebate, reducing the price to about $120 if the device was bought there. NexTag officials said the service, which makes money by taking a piece of each transaction from the merchant, still was being perfected before its launch and probably will incorporate such details.

Buyers, who are notified of offers via e-mail, are assigned a ''reputation rating'' -- if their bid is met but they don't buy the product, one point is subtracted from their reputation; if they buy the product, their reputation increases. Some merchants may choose to offer better discounts to buyers with higher ratings, or skip submitting counteroffers to buyers with lower ratings.

Sellers receive software that allows them to set criteria based on price,

inventory or other factors to determine whether they accept, decline or submit a counteroffer. Some may not choose to lower the price but could throw in a tripod for a camera, for example.

That kind of casual, back-and-forth haggling -- knocking off a few dollars and throwing in the carrying case for that laptop to close the sale -- has been easy in brick-and-mortar stores but difficult in the online world.

One key question is whether buyers actually get a better price than they might if they shopped around -- either online or at the local mall. Thecompanies say they don't guarantee shoppers always will get the lowest price but that shoppers wouldn't buy if they weren't satisfied with the price.

Limited offerings

The sites also have limited selection. NexTag, for example, focuses on consumer electronics and plans to add categories.

Another question is whether the services will attract a sufficient number of buyers and sellers to create a vibrant marketplace, said International Data Corp. analyst Barry Parr.

For example, 3-week-old eWanted.com is a tiny operation compared with its thriving counterpart, eBay Inc. The eWanted service, which functions as a **reverse auction** , has about 2,200 listings posted by people inviting bids for products or services, compared with eBay's nearly 2.6 million listings.

Rocky Morrella of San Jose was drawn to Santa Clara-based eWanted.com recently hoping to save some money as well as the trouble of lugging four cases of paper to his office. He posted a listing on the site, which for now is free for buyers and sellers, asking for some letter-size paper.

A South San Francisco paper company responded, offering to deliver a case of paper for $16 -- $5 less than the office supplies store Morrella usually patronizes. Morrella, accepted, saying he was happy to save himself the money and a trip to the store.

''I've always said, 'You save a buck here, you save a buck there, you can go out and have a nicer dinner,' '' Morrella said.

His next plan? He's seeking a disc jockey for a surprise 50th wedding anniversary party.

?

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

00120800   DOCUMENT TYPE: Review

PRODUCT NAMES: BizBuyer (781134)

TITLE: Bidder Suite: BizBuyer.com uses a reverse   auction **model to make...**
AUTHOR: Ryan, James
SOURCE: Business 2.0, p250(6) Dec 1999
ISSN: 1080-2681
HOMEPAGE: http://www.business2.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

BizBuyer.com's CEO Bernard Louvat knows that the small-business owner's
most valuable asset is time, so his company helps save time by streamlining
access to information on prices, vendors, and areas of availability of
products and services needed by small companies. Louvat, who also launched
Office Depot in Europe, saw that the small business owner was left out by
such providers as Commerce One and Ariba, which created efficient,
intranet-accessible **buying** networks for Fortune 1000 companies.
BizBuyer.com **matches** small companies with **vendors** of such necessities
as phone systems, computer hardware, and patent advice. The site is very
popular and offers products and services from 6,000 providers. If a small
firm wants to, for instance, set up a real estate office, it can come to
BizBuyer.com, register as a buyer, and visit a buyers guide to gain more
information and specifics on products wanted. BizBuyer.com assumes that
buyers do not know much about any category since many small companies are
not very savvy. The small business owner then fills out a request for
proposal, or RFP, that describes the number of items required. One client,
an ISP, says it got a new business lead every 15 minutes within six weeks
of joining. BizBuyer.com charges a flat fee for each ISP vendor bid and for
patent and trademark attorneys.

COMPANY NAME: BizBuyer.com (671606)
SPECIAL FEATURE: Charts
DESCRIPTORS: Small Business; Retailers; Internet Shopping; Patents;
    Purchasing
REVISION DATE: 20000430

16/5/8 **(Item 4 from file: 256)**
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
(c)2000 Info.Sources Inc. All rts. reserv.

00120235   DOCUMENT TYPE: Review

PRODUCT NAMES: Dollardays.com   (777323)

TITLE: Web Marketplace To Bring Close-Out Industry Online
AUTHOR: Wilder, Clinton
SOURCE: Information Week,   v758 p98(1) Oct 25, 1999
ISSN: 8750-6874
HOMEPAGE: http://www.informationweek.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Dollardays.com, a new **business** -to-**business** Web **marketplace** , will
link **buyers** with **sellers** of discounted close-out merchandise left over
from manufacturers' production overruns, mislabeled packaging, retail
overstock, and many other conditions that generate useful, salable,
close-out products. Dollardays.com has retained the services of BTEK
Software to update its SQL database and customized shopping cart to process
what is hoped will be large amounts of World Wide Web traffic.
Dollardays.com has signed on about 200 of the U.S.' largest regional
close-out distributors to provide products. The president of Dollardays.com
says 'This is a niche that hasn't yet made it to the Web...It's a very
fragmented industry that we want to consolidate, to help buyers who are
looking for products, and to allow distributors and manufacturers sell into
territories they otherwise couldn't.' Buyers and sellers will not be
required to register on the site, but registered users will obtain more
discounts. Consumers can buy at Dollardays.com, but suppliers will not sell
many individual items since the Dollardays.com online catalog will be made
up of product lots. A spokesperson for the National Retail Federation says
Dollardays.com is a perfect fit for the Web, which offers a new pricing and
distribution model for dealing with overstocks.

COMPANY NAME: Dollardays.com Inc · (670324)
SPECIAL FEATURE: Charts
DESCRIPTORS: Wholesalers; Internet Marketing; Purchasing; Public Networks;
    E-Commerce
REVISION DATE: 20000130

00118842   DOCUMENT TYPE: Review

PRODUCT NAMES: Free Trade Zone   (769011)

TITLE: Electronic Procurement
AUTHOR: Wilson, Tim
SOURCE: Information Week,   v748 p68(2) Aug 16, 1999
ISSN: 8750-6874
HOMEPAGE: http://www.informationweek.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

IBM/Part Miner's Free Trade Zone, a new electronic procurement service,
assists electronics companies in finding and purchasing supplies more
easily and at less expense. Free Trade Zone combines an electronic
marketplace, content aggregation site, and hosted application service. It
should be available by the end of 1999, says a spokesperson for PartMiner,
a spot-marketing company that uses data mining technology to find rare
electronic components, and then brokers them to manufacturers. Users of a
beta Free Trade Zone site report more efficiency, especially in the time
required to find parts or equivalent substitutions. The process of
obtaining spec sheets, verifying information, and placing an order used to
take two weeks, but not requires only a few minutes. Access for buyers and
suppliers is via Web browsers and a hosted application service. Buyers can
post requests for quotes on components, and then `**reverse -auction** ' them
to find the lowest bidders. Free Trade Zone also provides a
bill-of-materials system with which customers can **negotiate** prices,
generate purchase **orders** , and exchange invoice data. Customers and
suppliers pay nothing for Free Trade Zone, and PartMiner has obtained $20
million in venture capital to fund the site for its spot-marketing service.
If **reverse   auctions** do not find enough suppliers, PartMiner will offer
to find missing parts and mediate a deal to deliver them.

COMPANY NAME: IBM Corp (351245)
SPECIAL FEATURE: Tables
DESCRIPTORS: Purchasing; Parts Ordering; Manufacturing; E-Commerce; Public
    Networks; Internet Marketing; Data Mining
REVISION DATE: 19991030

Set	Items	Description
S1	6720	(E OR ELECTRONIC OR VIRTUAL OR INTERNET OR ONLINE OR ON(W)-LINE OR AUTOMAT? OR COMPUTER???? OR PC?? OR INTERACTIVE)(3W)(-AUCTION??? OR EXCHANG??? OR TRAD? OR NEGOTIAT????? OR HAGGL??? OR BUYING(2N)SELLING OR MARKET?)
S2	123	(BUY??? OR DEMAND OR BID? ? OR OFFER? ? OR ORDER? ? OR REQ-UEST? ?)(5N)(MATCH??? OR (BRING??? OR BROUGHT)(W)TOGETHER OR -LINK??? OR NEGOTIAT??? OR HAGGL???)(5N)(SELLER? ? OR SUPPL???? OR DEALER? ? OR ASK? ? OR MERCHANT? ? OR VENDOR? ?)
S3	133	REVERSE(2N)AUCTION? ? OR BUYER(W)(DRIVEN OR ORIENTED) OR (-CHOOSE OR NAME)(2W)PRICE? ? OR CALL(W)MARKET? ? OR DOUBLE(W)A-UCTION? ? OR (B2B OR BUSINESS(2W)BUSINESS)(3N)(MARKET OR MARK-ETPLACE OR TRADING)
S4	6939	S1 OR S2 OR S3
S5	597	(SUPPL??? OR INVENTOR??? OR VOLUME OR QUANTIT??? OR STOCK)-(3N)(RUN? ?(W)OUT OR EXTINGUISH??? OR DEPLET??? OR CLEARED OR LIQUIDAT???? OR EXHAUSTED) OR DEMAND(3N)(SATISF???? OR MET OR FILLED)
S6	274	(BID? ? OR ORDER? ? OR TRANSACTION? ? OR DEAL? ? OR REQUES-T? ?)(3N)(PRIORIT????? OR RANK???) OR QUEUE? ? OR QUEUING
S7	10	S1 AND S2
S8	9	RD (unique items)
S9	0	S2 AND S5
S10	0	S2 AND S6
S11	2	(AUTOMAT?? OR REAL(W)TIME OR REALTIME OR COMPUTERI???)(5N)-S2
S12	0	S2 AND S3
S13	297	QUANTIT??? AND PRICE??
S14	0	S2 AND S13

?

8/TI/1   (Item 1 from file: 473)

AEROSPACE LEADERS UNVEIL ONLINE SUPPLY SITE

8/TI/2   (Item 2 from file: 473)

NEW FOREX AUTOMATED MATCHING SYSTEM SET FOR LAUNCH

8/TI/3   (Item 1 from file: 474)

WEB SITE SET UP BY WHOLESALERS

8/TI/4   (Item 2 from file: 474)

NEW ELECTRONIC **STOCK** MARKET **TO BE FORMED**

8/TI/5   (Item 3 from file: 474)

ON- LINE   TRADING **WOES RUFFLE ALL SIDES IN DEALS**

8/TI/6   (Item 4 from file: 474)

FEW SUBSCRIBE TO PRIVATE TRADING SYSTEM

8/TI/7   (Item 1 from file: 475)

AZURIX IS LAUNCHING ONLINE   EXCHANGE **FOR** BUYING **AND** SELLING **WATER IN WEST**

8/TI/8   (Item 2 from file: 475)

CHEVRON AND ARIBA TO FORM WEB MARKET FOR ENERGY INDUSTRY

8/TI/9   (Item 3 from file: 475)

COMMERCE ONE AND SHELL PLAN AN ONLINE   MARKET
?

8/5/1   (Item 1 from file: 473)
DIALOG(R)File 473:Financial Times Abstracts

04018458
AEROSPACE LEADERS UNVEIL ONLINE SUPPLY SITE
MARK ODELL
Financial Times, Col. 1, Pg. 22, Sec. A
Tuesday, March 28, 2000
DOCUMENT TYPE: Newspaper JOURNAL CODE: FT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
     Boeing, Lockheed Martin, Raytheon and BAe Systems join to **offer** an
internet -based **exchange** , **linking** thousands of od **suppliers** and
customers, including airlines and governments; the exchange will give the
companies access to 30,000suppliers online (M)

COMPANY NAMES: BOEING CO; LOCKHEED MARTIN CORP; RAYTHEON CO; BAE AUTOMATED
     SYSTEMS INC
PERSONAL NAMES: ODELL, MARK

8/5/2   (Item 2 from file: 473)
DIALOG(R)File 473:Financial Times Abstracts

04008802
NEW FOREX AUTOMATED MATCHING SYSTEM SET FOR LAUNCH
ALAN BEATTIE
Financial Times, Col. 7, Pg. 15, Sec. A
Monday, July 5, 1999
DOCUMENT TYPE: Newspaper JOURNAL CODE: FT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
     Tullett & Tokyo, the London-based voice broker that **matches   buyers**
and **sellers** in the currency market, and Bloomberg, the market news
company, will launch an **automated** network for **trading** in the foreign
exchange forward market late in 1999; the forward market, worth $800bn a
day, accounts for nearly 60% of the total trades in currencies, and its
market share is growing (M)

COMPANY NAMES: TULLETT & TOKYO; BLOOMBERG BUSINESS NEWS
DESCRIPTORS: CURRENCY
PERSONAL NAMES: BEATTIE, ALAN

8/5/3   (Item 1 from file: 474)
DIALOG(R)File 474:New York Times Abs

07785969   NYT Sequence Number: 769720000615
WEB SITE SET UP BY WHOLESALERS
Bloomberg Business News
New York Times, Col. 6, Pg. 6, Sec. C
Thursday June 15 2000
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
     Procter & Gamble Co, Coca-Cola Co, Nestle SA and 46 other

consumer-goods makers to invest $250 million in Transora.com, an **online marketplace** in which they can **negotiate** prices with **suppliers** , **buyers** and distributors to lower costs; Internet purchasing alliances are now springing up in various industries (S)

COMPANY NAMES: Procter & Gamble Co; Coca-Cola Co; Nestle Sa; Transora.com
DESCRIPTORS: Computers and the Internet; Finances; Prices (Fares, Fees and
  Rates)

 8/5/4   (Item 2 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2000 The New York Times. All rts. reserv.

07763948   NYT Sequence Number: 276669000315
NEW ELECTRONIC **STOCK** MARKET **TO BE FORMED**
Bloomberg Business News
New York Times, Col. 1, Pg. 15, Sec. C
Wednesday March 15 2000
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    Archipelago, **electronic   trading** network, says it will form what it calls first fully **electronic** stock **market** with Pacific Exchange, nation's number 4 stock exchange in terms of activity; new market will **match   buyers** and **sellers** electronically and challenge traditional markets like New York Stock Exchange and Instinet Corp of Reuters Group; Archipelago will operate Pacific Exchange's equity market (M)

COMPANY NAMES: Archipelago (**Electronic** Network); Pacific Stock **Exchange**
 ; New York Stock Exchange; Instinet Corp; Reuters Group Plc
DESCRIPTORS: Stocks and Bonds; Computers and the Internet

 8/5/5   (Item 3 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2000 The New York Times. All rts. reserv.

07659683   NYT Sequence Number: 023370990125
 ON- LINE   TRADING **WOES RUFFLE ALL SIDES IN DEALS**
oppel, richard a jr
New York Times, Col. 1, Pg. 2, Sec. C
Monday January 25 1999
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    Many small investors are frustrated with limitations of stock trading over Internet, even as they continue to pour money into on-line brokerage firms that now account for one of every four retail stock trades; trading frenzy that is causing headaches for them is also causing trouble for market makers--professional trading firms that **match   buyers** with **sellers** or take other side of trades themselves--forcing them to change their procedures to keep up (M)

DESCRIPTORS: Stocks and Bonds; Computers and Information Systems; Internet
  and World Wide Web; Stocks and Bonds
PERSONAL NAMES: oppel, richard a jr

 8/5/6   (Item 4 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2000 The New York Times. All rts. reserv.

05788749   NYT Sequence Number: 120017900605

FEW SUBSCRIBE TO PRIVATE TRADING SYSTEM
WAYNE, LESLIE
New York Times, Col. 4, Pg. 4, Sec. D
Tuesday June 5 1990
DOCUMENT TYPE: Newspaper   JOURNAL CODE: NYT   LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    New **computerized   trading** system called Portal, which is intended to
match   buyers and **sellers** of private securities, is off to slow start
as large insurance companies and other institutional buyers have been
reluctant to subscribe even though it is being offered free (S)

DESCRIPTORS: STOCKS AND BONDS; DATA PROCESSING (COMPUTERS)
PERSONAL NAMES: WAYNE, LESLIE

   8/5/7   (Item 1 from file: 475)

08050579   NYT Sequence Number: 000000000209
AZURIX IS LAUNCHING ONLINE   EXCHANGE **FOR** BUYING **AND**   SELLING **WATER IN
   WEST**
SMITH, REBECCA
Wall Street Journal, Col. 1, Pg. 4, Sec. A
Wednesday February 9 2000
DOCUMENT TYPE: Newspaper   JOURNAL CODE: WSJ   LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    Azurix Corp is launching **online   exchange** , Water2Water.com, to **link
 buyers** and **sellers** of water and water services in 17 Western states, a
move to make water a traded commodity along lines of natural gas and
electricity (M)

COMPANY NAMES: AZURIX CORP
DESCRIPTORS: WATER; COMPUTERS AND THE INTERNET
PERSONAL NAMES: SMITH, REBECCA
GEOGRAPHIC NAMES: WESTERN STATES (US)

   8/5/8   (Item 2 from file: 475)

08048417   NYT Sequence Number: 000000000120
CHEVRON AND ARIBA TO FORM WEB MARKET FOR ENERGY INDUSTRY
Wall Street Journal, Col. 4, Pg. 18, Sec. B
Thursday January 20 2000
DOCUMENT TYPE: Newspaper   JOURNAL CODE: WSJ   LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    Chevron Corp and Ariba Inc announce plans to create an **online
marketplace** to **link   buyers** and **suppliers** in the global energy
industry (M)

COMPANY NAMES: CHEVRON CORP; ARIBA INC
DESCRIPTORS: COMPUTERS AND THE INTERNET; OIL (PETROLEUM) AND GASOLINE;
   ENERGY AND POWER

   8/5/9   (Item 3 from file: 475)

08047774   NYT Sequence Number: 000000000114
COMMERCE ONE AND SHELL PLAN AN ONLINE   MARKET
TRAN, KHANH T L
Wall Street Journal, Col. 1, Pg. 10, Sec. B
Friday January 14 2000
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
    Commerce One Inc and Royal Dutch/Shell Group announce plans to form a
venture to develop an **online   marketplace** to **link   buyers** and
suppliers in the global oil, gas and chemicals industries (M)

COMPANY NAMES: ROYAL DUTCH/SHELL GROUP; COMMERCE ONE INC
DESCRIPTORS: COMPUTERS AND THE INTERNET; OIL (PETROLEUM) AND GASOLINE; GAS
   (FUEL); CHEMICALS; INTERNATIONAL TRADE AND WORLD MARKET
PERSONAL NAMES: TRAN, KHANH T L
?

11/5/1   (Item 1 from file: 474)
DIALOG(R)File 474:New York Times Abs

00314597   NYT Sequence Number: 079167720321
**NYSE Block Automation System (BAS) will undergo reorganization involving
replacement of much of its existing equipment as result of internal
difficulties; system,** computerized **method of** matching buyers **and
sellers of large blocks of stock, was furnished by Bunker-Ramo Corp; GTE
Information Systems awarded $4-million contract to provide new equipment
to expand its capability; operational difficulties with present system
discussed)**
New York Times, Col. 6, Pg. 57
Tuesday March 21 1972
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

COMPANY NAMES: BUNKER-RAMO CORP; GTE INFORMATION SYSTEMS INC
DESCRIPTORS: INSTITUTIONAL INVESTORS; STOCKS AND BONDS
PERSONAL NAMES: ROBARDS, TERRY

11/5/2   (Item 1 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs

07918006   NYT Sequence Number: 000000961018
**YOUR MONEY MATTERS: WEEKEND REPORT: FOR SMALL INVESTORS, A NEW WAY TO CUT
TRADING COSTS**
O'connell, Vanessa
Wall Street Journal, Col. 3, Pg. 1, Sec. C
Friday October 18 1996
DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
     Some brokerage firms are finding new ways to help small investors
reduce trading costs; discount broker Jack White & Co is offering a
computerized 'crossing' service to electronically **match   buyers** and
sellers of Nasdaq issues, thus bypassing Wall Street middlemen; several
other brokerage firms have similar stock-swapping services in the works (M)

COMPANY NAMES: White, Jack, & Co; NASDAQ STOCK MARKET
DESCRIPTORS: STOCKS AND BONDS; COMPUTERS AND INFORMATION SYSTEMS; BROKERS
   AND BROKERAGE FIRMS
PERSONAL NAMES: O'connell, Vanessa
?

Full text
Journals

```
File    9:Business & Industry(R) Jul/1994-2000/Apr 28
           (c) 2000 Resp. DB Svcs.
File   13:BAMP 2000/Apr W3
           (c) 2000 Resp. DB Svcs.
File   15:ABI/INFORM(R) 1971-2000/Apr 27
           (c) 2000 Bell & Howell
File   75:TGG Management Contents(R) 86-2000/Apr W3
           (c) 2000 The Gale Group
File   98:General Sci Abs/Full-Text 1984-1999/Oct
           (c) 1999 The HW Wilson Co.
File  122:Harvard Business Review 1971-2000/Apr
           (c) 2000 Harvard Business Review
File  141:Readers Guide 1983-2000/Dec
           (c) 2000 The HW Wilson Co
File  553:Wilson Bus. Abs. FullText 1982-1999/Sep
           (c) 1999 The HW Wilson Co
File  608:KR/T Bus.News. 1992-2000/Apr 28
           (c)2000 Knight Ridder/Tribune Bus News
File  112:MF Industry & Prod News 1998-2000/Apr 28
           (c) 2000 Miller Freeman PLC
File  813:PR Newswire 1987-1999/Apr 30
           (c) 1999 PR Newswire Association Inc
File  635:Business Dateline(R) 1985-2000/Apr 27
           (c) 2000 Bell & Howell
File  810:Business Wire 1986-1999/Feb 28
           (c) 1999 Business Wire
File  623:Business Week 1985-2000/Apr W4
           (c) 2000 The McGraw-Hill Companies Inc
File   20:World Reporter 1997-2000/Apr 28
           (c) 2000 The Dialog Corporation plc
File   16:Gale Group PROMT(R) 1990-2000/Apr 28
           (c) 2000 The Gale Group
File   47:Gale Group Magazine DB(TM) 1959-2000/Apr 28
           (c) 2000 The Gale group
File   88:Gale Group Business A.R.T.S. 1976-2000/Apr 28
           (c) 2000 The Gale Group
File  148:Gale Group Trade & Industry DB 1976-2000/Apr 28
           (c)2000 The Gale Group
File  160:Gale Group PROMT(R) 1972-1989
           (c) 1999 The Gale Group
File  275:Gale Group Computer DB(TM) 1983-2000/Apr 28
           (c) 2000 The Gale Group
File  570:Gale Group MARS(R) 1984-2000/Apr 28
           (c) 2000 The Gale Group
File  621:Gale Group New Prod.Annou.(R) 1985-2000/Apr 28
           (c) 2000 The Gale Group
File  624:McGraw-Hill Publications 1985-2000/Apr 27
           (c) 2000 McGraw-Hill Co. Inc
File  634:San Jose Mercury  Jun 1985-2000/Apr 23
           (c) 2000 San Jose Mercury News
File  636:Gale Group Newsletter DB(TM) 1987-2000/Apr 28
           (c) 2000 The Gale Group
File  647:CMP  Computer Fulltext 1988-2000/Apr W3
           (c) 2000 CMP
File  674:Computer News Fulltext 1989-2000/Mar W2
           (c) 2000 IDG Communications
File  646:Consumer Reports 1982-2000/Apr
           (c) 2000 Consumer Union
?ds
```

```
Set      Items    Description
S1       13209    (NATIONAL? OR NAT)()RETAIL?()(FED OR FEDERAT?) OR NRF
S2     8643176    PRICE? ? OR PRICING
S3      280907    S2(5N)(GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV?
                  OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4         27     S1(S)S3
```

Next page

5/3,K/1   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

02333729   01762121 (USE FORMAT 7 OR 9 FOR FULLTEXT)
U.S. Study Shows Retail Scanning Is Better, But Still Not All Right
(New federal study finds 70% of mass merchants and 67% of department stores
 received passing grades for accurate electronic price scanning; mass
 merchants had lowest occurrence of overcharging)
Women's Wear Daily, v 176, n 115, p 12
December 17, 1998
DOCUMENT TYPE: Journal ISSN: 0149-5380   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 519

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...demonstrates their sectors are committed to scanner accuracy.

Mallory Duncan, vice president and general counsel, National   Retail
Federation , said, "Given the sheer volume of price changes occurring
in a typical retail store, we believe a 95 percent accuracy rate is...

  5/3,K/2   (Item 2 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2000 Resp. DB Svcs. All rts. reserv.

01962667 (USE FORMAT 7 OR 9 FOR FULLTEXT)
DART GROUP DEAL TO UNLOAD CROWN BOOKS CORP. FALLS APART
(Dart Group Corp's plan to sell its 52% stake in Crown Books Corp for $27.7
 mil to Wallace's Bookstores failed)
Washington Times , p N/A
September 19, 1997
DOCUMENT TYPE: Regional Newspaper (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 602

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
By Eric Fisher Sep. 19--Whoever said the seller with the lowest prices
wins forgot to tell Dart Group Corp. Dart, whose Crown Books Corp. unit
built a niche for itself with rock-bottom...

...more obvious that weren't obvious before," said Rick Gallagher, a vice
president at the National   Retail   Federation . "What Wallace's found is
a company with operating difficulties." Crown lost $4.2 million...

  5/3,K/3   (Item 1 from file: 15)
DIALOG(R)File 15:ABI/INFORM(R)
(c) 2000 Bell & Howell. All rts. reserv.

01859759 05-10751
NRF lends customer focus to capital-market puzzle
Freeman, Tyson
National Real Estate Investor v41n8 PP: 38-39 Jul 1999
ISSN: 0027-9994 JRNL CODE: NRE
WORD COUNT: 1616

...TEXT: current market conditions."

```
File 347:JAPIO Oct 1976-1999/Oct(UPDATED 000208)
        (c) 2000 JPO & JAPIO
File 348:European Patents 1978-2000/Apr W02
        (c) 2000 European Patent Office
File 349:PCT Fulltext 1983-2000/UB=, UT=20000330
        (c) 2000 WIPO/MicroPatent
File 351:DERWENT WPI 1963-2000/UD=, UM=, & UP=200020
        (c) 2000 Derwent Info Ltd
File 371:French Patents 1961-2000/BOPI 0015
        (c) 2000 INPI.  All rts. reserv.
?ds

Set      Items    Description
S1        284     (NATIONAL? OR NAT)()RETAIL?()(FED OR FEDERAT?) OR NRF
S2      39692     PRICE? ? OR PRICING
S3       1264     S2(5N)(GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV?
                  OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4          0     S1(S)S3
S5          0     S1 AND S3
?
```

None to consider

patents

File 256:SoftBase:Reviews,Companies&Prods. 85-2000/Apr
            (c)2000 Info.Sources Inc
File 278:Microcomputer Software Guide 2000/Apr
            (c) 2000 Reed Elsevier Inc.
File   2:INSPEC 1969-2000/Mar W3
            (c) 2000 Institution of Electrical Engineers
File   6:NTIS 1964-2000/May W2
            Comp&distr 2000 NTIS, Intl Cpyrght All Right
File   8:Ei Compendex(R) 1970-2000/Apr W1
            (c) 2000 Engineering Info. Inc.
File   34:SciSearch(R) Cited Ref Sci 1990-2000/Apr W4
            (c) 2000 Inst for Sci Info
File   35:DISSERTATION ABSTRACTS ONLINE 1861-1999/DEC
            (c) 2000 UMI
File   65:Inside Conferences 1993-2000/Dec W2
            (c) 2000 BLDSC all rts. reserv.
File   77:Conference Papers Index 1973-2000/Mar
            (c) 2000 Cambridge Sci Abs
File   94:JICST-EPlus 1985-2000/Jan W2
            (c)2000 Japan Science and Tech Corp(JST)
File   99:Wilson Appl. Sci & Tech Abs 1983-2000/Mar
            (c) 2000 The HW Wilson Co.
File 144:Pascal 1973-2000/Mar
            (c) 2000 INIST/CNRS
File 233:Internet & Personal Comp. Abs. 1981-2000/May
            (c) 2000 Info. Today Inc.
File 238:Abs. in New Tech & Eng. 1981-2000/Mar
            (c) 2000 Reed-Elsevier (UK) Ltd.
File 434:SciSearch(R) Cited Ref Sci 1974-1989/Dec
            (c) 1998 Inst for Sci Info

?ds

Technical

Set	Items	Description
S1	394	(NATIONAL? OR NAT)()RETAIL?()(FED OR FEDERAT?) OR NRF
S2	209597	PRICE? ? OR PRICING
S3	5777	S2(5N)(GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	0	S1(S)S3
S5	0	S1 AND S3
?		

none to consider

(see next page)

File 146:Washington Post Online 1983-2000/Apr 28
        (c) 2000 Washington Post
File 387:The Denver Post 1994-2000/Apr 27
        (c) 2000 Denver Post
File 471:New York Times Fulltext-90 Day 2000/Apr 28
        (c) 2000 The New York Times
File 492:Arizona Repub/Phoenix Gaz 1986-2000/Apr 26
        (c) 2000 Phoenix Newspapers
File 494:St LouisPost-Dispatch 1988-2000/Apr 27
        (c) 2000 St Louis Post-Dispatch
File 498:Detroit Free Press 1987-2000/Apr 27
        (c) 2000 Detroit Free Press Inc.
File 630:Los Angeles Times 1993-2000/Apr 28
        (c) 2000 Los Angeles Times
File 631:Boston Globe 1980-2000/Apr 26
        (c) 2000 Boston Globe
File 632:Chicago Tribune 1985-2000/Apr 28
        (c) 2000 Chicago Tribune
File 633:Phil.Inquirer 1983-2000/Apr 27
        (c) 2000 Philadelphia Newspapers Inc
File 638:Newsday/New York Newsday 1987-2000/Apr 27
        (c) 2000 Newsday Inc.
File 640:San Francisco Chronicle 1988-2000/Apr 27
        (c) 2000 Chronicle Publ. Co.
File 641:Denver Rky Mtn News Jun 1989-2000/Apr 23
        (c) 2000 Scripps Howard News
File 702:Miami Herald 1983-2000/Apr 27
        (c) 2000 The Miami Herald Publishing Co.
File 703:USA Today 1989-2000/Apr 27
        (c) 2000 USA Today
File 704:(Portland)The Oregonian 1989-2000/Apr 26
        (c) 2000 The Oregonian
File 713:Atlanta J/Const. 1989-2000/Apr 28
        (c) 2000 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2000/Apr 26
        (c) 2000 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2000/Apr 26
        (c) 2000 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2000/Apr 27
        (c) 2000 The Plain Dealer
File 735:St. Petersburg Times 1989- 2000/Apr 27
        (c) 2000 St. Petersburg Times
File 477:Irish Times 1999-2000/Apr 27
        (c) 2000 Irish Times
File 710:Times/Sun.Times(London) Jun 1988-2000/Apr 26
        (c) 2000 Times Newspapers
File 711:Independent(London) Sep 1988-2000/Apr 27
        (c) 2000 Newspaper Publ. PLC
?ds

*Newspapers
(fulltext)*

Set	Items	Description
S1	1763	(NATIONAL? OR NAT)()RETAIL?()(FED OR FEDERAT?) OR NRF
S2	1728445	PRICE? ? OR PRICING
S3	26618	S2(5N)(GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	3	S1(S)S3
S5	3	RD S4 (unique items)

Considered all

?t5/3,k/all

 5/3,K/1   (Item 1 from file: 498)
DIALOG(R)File 498:Detroit Free Press
(c) 2000 Detroit Free Press Inc. All rts. reserv.

09236007
CONSUMERS LIKE ITEM-PRICING, BUT IT'S A BIG HEADACHE FOR RETAILERS
Detroit Free Press (FP) - Sunday, August 24, 1997

```
File 473:Financial Times Abstracts 1998-2000/Apr 27
         (c) 2000 The New York Times
File 474:New York Times Abs 1969-2000/Apr 27
         (c) 2000 The New York Times
File 475:Wall Street Journal Abs 1973-2000/Apr 27
         (c) 2000 The New York Times
File 111:TGG Natl.Newspaper Index(SM) 1979-2000/Apr 28
         (c) 2000 The Gale Group
File 483:NEWSPAPER ABSTRACTS DAILY 1986-2000/Apr 14
         (c) 2000 Bell & Howell
File 583:Gale Group Globalbase(TM) 1986-2000/Apr 28
         (c) 2000 The Gale Group
File 603:Newspaper Abstracts 1984-1988
         (c) 1999 Bell & Howell
?ds
```

```
Set      Items    Description
S1         388    (NATIONAL? OR NAT)()RETAIL?()(FED OR FEDERAT?) OR NRF
S2      731608    PRICE? ? OR PRICING
S3       42339    S2(5N)(GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV?
                  OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4           0    S1(S)S3
```

none to consider

Newspapers
(Abstracts)

4/28/00
DIALOG

MAIL-IT REQUESTED: APRIL 28, 2000   1003KA

           CLIENT: THOMPSON
          LIBRARY: NEWS
             FILE: ALLNWS

YOUR SEARCH REQUEST AT THE TIME THIS MAIL-IT WAS REQUESTED:
 (NATIONAL OR NAT) W/1 RETAIL! W/1 (FEDERATION! OR FED)
 W/25 (PRICE! OR PRICING)
 W/5 (GROUP OR VOLUM! OR POOL! OR AGGREGAT! OR CUMULAT! OR QUANTITY OR
     COLLECTIV! OR COMMUNAL)
 AND NOT PM CYCLE

NUMBER OF STORIES FOUND WITH YOUR REQUEST THROUGH:
      LEVEL 1... 10620   LEVEL 2...   626   LEVEL 3...   14
      LEVEL 4...   13

LEVEL   (4 PRINTED) Considered all
DISPLAY FORMAT: KWIC

SEND TO: WONG, CAROL
         USPTO, GROUP 2300
         ELECTRONIC INFO CENTER
         2121 CYRSTAL DRIVE
         CRYSTAL PARK 2, ROOM 4B40
         ARLINGTON VIRGINIA 22202

Nexis

DR[i]NK | Welcome Carol Wong | Manage Alerts & Requests | View Alerts | New Request

Modify | Save | Alert | Sort: %↓ Rank | 1/1↓ 12/31 Newest | 12/31↓ 1/1 Oldest | Source | Subject | Draw: Graph | BarChart | Print | Similar Docs

Results (by Rank) for: National Retail Federation and their group buying service.
Members aggregate their purchases to take advantage of volume pricing. Prices   50 documents returned
decrease as more purchases are made.

1.   **Definition of Lump-sum Bulk Buying Made Clearer**   ☐
80%
COMLINE - Biotechnology & Pharmaceuticals • 07/03/95 • 2 pages (320 words) • SUMMARY
Tadaharu Goto, director of the Economics Affairs Division of the Pharmaceutical Affairs Bureau of

2.   **Estimation of purchase price and sale price of surplus electricity under the diffusion of**   ☐
77% **photovoltaic systems**
Kemmoku, Y. ; Akata, N. ; Nakagawa, S. ; Kawamoto, T. ; Sakakibara, T. • *Transactions of the Institute of Electrical Engineers of Japan, Part B* • 05/01/99 • 2 pages (280 words) • SUMMARY
The surplus electricity generated in the residential photovoltaic (PV) system is sold by a customer and purchased by a utility.

3.   **Rational shopping behavior and the option value of variable pricing**   ☐
76%
Teck-Hua Ho ; Tang, C.S. ; Bell, D.R. • *Management Science* • 12/01/98 • 2 pages (280 words) • SUMMARY
When a product's price fluctuates, how often should rational, cost-minimizing shoppers visit the store, and how much should they buy each time?

4.   **Internet buying services targeted.**   ☐
74%
Harris, Donna Lawrence • *Automotive News* • 08/12/96 • 4 pages (1100 words) • SUMMARY
State and federal regulators have begun patrolling the Information Highway, and automotive firms are getting citations.

5.   **Group PURCHASING : Consorta members spend $51 million in first groupbuy; GPO**   ☐
72% **adding two more.**
Hospital Materials Management • 10/01/99 • 8 pages (2200 words) • SUMMARY
Members of Consorta Inc., Rolling Meadows, Ill., spent $51 million under the group purchasing organization's first capital equipment group buy.

6.   **Stepping out for a 'byte' (high tech supplies)**   ☐
72%
Nofel, P.J. • *Modern Office Technology* • 03/01/84 • 2 pages (230 words) • SUMMARY
Buying supplies from retail dealers is the latest trend altering office purchasing patterns.

7.   **Team approach to buying improves process efficiency [John Hancock Mutual Life**   ☐
72% **Insurance Co]**
Avery, S. • *Purchasing* • 04/22/99 • 2 pages (160 words) • SUMMARY
It takes true teamwork to efficiently centralize a purchasing operation. That's exactly the

8.   **Industry News: Foreign Cosmetics Prices Begin to Undercut Domestic Brands**   ☐
71%
COMLINE - Consumer News • 12/16/96 • 3 pages (740 words) • SUMMARY
Foreign based cosmetic manufacturers are continuing to reduce prices in the face of increasing bargain sales of imported cosmetic products.

9.   **An initial and repeat purchase legit model for multi-generation technological product**   ☐
70% **markets**
Namwoon Kim ; Srivastava, R.K. ; Han, J.K. • *Proceedings of the 32nd Annual Hawaii International Conference on Systems Sciences. 1999. HICSS-32. Abstracts and CD-ROM of Full Papers* • 01/01/99 • 2 pages (260 words) • SUMMARY
Most new product adoption models have focused on single-generation products. Only recently have

10.   **Internet buying left up to the pioneers, for now.**   ☐
70% *Hospital Materials Management* • 10/01/99 • 11 pages (3100 words) • SUMMARY
The nation's hospitals, as a group, are poised on the brink of a new era in purchasing, one that will take them into the electronic age.

11.   **Mitsubishi Chemical to Reduce Naphtha Purchasing**   ☐
70% *COMLINE - Chemicals & Materials* • 12/25/96 • 2 pages (180 words) • SUMMARY
Mitsubishi Chemical (4010) will decrease its purchasing of naphtha, a raw material used in petrochemical products, by ten percent, and will decrease by the same amount production of such products, including ethylene.

Kuwait Petroleum (GB) Ltd. Strategic logistic planning system ☐
Clark, M. • *Practical Applications of Prolog. International Conference* • 01/01/92 • 2 pages (290 words) •
SUMMARY
The logistics process in the oil industry which includes extraction and refining, involves several stages.

PRICING MODELS FOR ELECTRONIC DATABASES ON THE INTERNET ☐
Online Libraries & Microcomputers • 03/01/98 • 7 pages (2000 words) • SUMMARY
Commercial electronic databases (e.g. indexing/abstracting services, electronic journals,

Purchasers weigh quality, service in sourcing ☐
Gina Roos • *Electronic Buyers' News* • 08/24/98 • 7 pages (1650 words) • SUMMARY
With less demand and plenty of supply, switch manufacturers are faced with tough competition. The

GPOS UNDER PRESSURE TO DELIVER: PURCHASING VOLUME CLIMBS, BUT ☐
INTERNET FIRMS AND INDEPENDENTS ARE CHALLENGING THE LARGE
GROUPS.
Hensley, Scott • *Modern Healthcare* • 09/20/99 • 8 pages (2300 words) • SUMMARY
Group purchasing organizations mustered the willpower this year to resist what had been an overpowering urge to
merge.

Theglobe.com Launches Group Buying Club to Help Users Save Money During Holiday ☐
Shopping.
PR Newswire • 11/22/99 • 4 pages (740 words) • SUMMARY
NEW YORK, Nov. 22 /PRNewswire/ -- As millions of people gear up for their holiday shopping

What you should know before buying a gear pump system ☐
Smith, Dan ; Darley, Dana ; Stallings, Tony • *PROC CONF ADV EXTRUSION TECHNOL* • 01/01/93 • 2 pages (160
words) • SUMMARY
The last element, and perhaps the most important to consider when purchasing a gear pump system is the support
capability of the organization supplying the system.

1998 HMM article index. ☐
Hospital Materials Management • 12/19/98 • 21 pages (6000 words) • SUMMARY
This index to Hospital Materials Management covers issues from January 1997 to December 1998. To

Hosted buying communities get boost -- Siemens SAirGroup Plan To Offer Service; ☐
Ariba Aims Network At Smaller Businesses.(Siemens Procurement and Logistics Services
and Swissair subsidiary SAirGroup will jointly offer web procurement services for small
an
Wilder, Clinton • *InformationWeek* • 10/04/99 • 4 pages (930 words) • SUMMARY
The latest trend in Web procurement is for large enterprises to aggregate and host online buying communities of small
and midsize businesses.

Incorporating price and replacement purchases in new product diffusion models for ☐
consumer durables
Mesak, H.I. ; Berg, W.D. • *Decision Sciences* • 07/01/95 • 2 pages (220 words) • SUMMARY
The article presents theoretical and empirical research findings which incorporate price and replacement purchases in
new product diffusion models.

Why you must take care when prices are cut (computer purchase) ☐
Newman, F.; Foreman, M. • *Micro Decision* • 06/01/83 • 2 pages (180 words) • SUMMARY
There are three types of discount available to purchases of microcomputers and software. Cash

Service providers confront chaos -- Competition forces carriers to rethink equipment ☐
purchasing
Chris Roeckl • *Communications Week* • 10/28/96 • 5 pages (1200 words) • SUMMARY
Carriers-both start-ups and those already entrenched-are flattering each other by imitation, at least in the way they
make their buying decisions.

From personal computers to paper clips, contract buying can pay off ☐
Drozdowski, T.E. • *Purchasing* • 12/11/86 • 2 pages (160 words) • SUMMARY
The Gillette company's combined revenue in 1985 totalled $2.4 billion. Each division within in

A day-to-day buying policy for commodities-a study of purchasing maize ☐
Guimaraes, R.C. ; Kingsman, B.G. • *Journal of the Operational Research Society* • 01/01/90 • 2 pages (190 words) •
SUMMARY
The majority of the imported raw materials used by European industry have to be purchased in commodity markets
where prices fluctuate over time.

DR-LINK: Results (by Rank) for: National...ces decre● ●s more purchases are made.

http://drlink.mnis.net/cgi-bin/index.cgi

GPOs: still viable, but their role is changing.
Hospital Materials Management • 09/01/98 • 6 pages (1800 words) • SUMMARY
By Joe Colonna The role of group purchasing organizations has been questioned with increasing frequency of late.

The psychology of waste
Arkes, H.R. • *Journal of Behavioral Decision Making* • 09/01/96 • 2 pages (270 words) • SUMMARY
In order to avoid the appearance of wastefulness people may be motivated to make choices that compromise their own self-interest.

Group PURCHASING : Consorta members spend $51 million in first group buy; GPO adding two more.
Hospital Materials Management • 10/01/99 • 8 pages (2200 words) • SUMMARY
Members of Consorta Inc., Rolling Meadows, Ill., spent $51 million under the group purchasing organization's first capital equipment group buy.

Capital equipment buy should be part of strategic plan
Hospital Materials Management • 07/01/98 • 5 pages (1110 words) • SUMMARY
By Gene D. Burton Most people in hospital management understand the need for a strategic plan

A composite heterogeneous model of brand choice and purchase timing behavior
Zufryden, F.S. • *Management Science* • 10/01/77 • 2 pages (240 words) • SUMMARY
A stochastic model of purchase behavior is developed to aid marketing managers analyze and predict consumer purchase behavior.

Latest purchasing trends: centralization, bulk buying, electronic data interchange
Major, M.J. • *Bank Administration* • 11/01/89 • 2 pages (170 words) • SUMMARY
The drive toward increased efficiency is affecting not only what banks purchase, but also how they make those purchases.

Co-ordinated industry purchasing-NSW initiatives
Davies, M. • *Distribution 2000. Doing it Right for the Future. Insulated Line and Cable Systems. International Conference and Workshop* • 01/01/91 • 2 pages (200 words) • SUMMARY
Conventional wisdom has it that the electricity distribution industry in New South Wales should be able to use its substantial collective buying power to achieve buying price advantage.

A group technology classification and coding system. For value-added purchasing
Min, H. ; Shin, D. • *Production and Inventory Management Journal* • 01/01/94 • 2 pages (140 words) • SUMMARY
In this era of rapid technological advances and global competitiveness, purchased materials from various sources around the world have become more sophisticated and expensive.

New-Look Economy -- The Growth Of The Internet And The Power It Gives To The Customer Will Change The Way Companies Conduct Business
Information Week • 05/04/98 • 11 pages (3600 words) • SUMMARY
They come from different types of businesses. Some represent companies getting their hands dirty

Internet buying left up to the pioneers, for now.
DeJohn, Paula • *Hospital Materials Management* • 10/01/99 • 11 pages (3100 words) • SUMMARY
The nation's hospitals, as a group, are poised on the brink of a new era in purchasing, one that will take them into the electronic age.

NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices.
M2 Presswire • 02/01/99 • 13 pages (3420 words) • SUMMARY
The All Farm Products Index of Prices Received in January was 98 based on 1990-92=100, down 1 point (1.0 percent) from December.

Bazaar Advantages -- Electronic Marketplaces Offer Unique Benefits To Buyers And Sellers, And Could Transform Business-To-Business Commerce
Gregory Dalton • *Information Week* • 05/10/99 • 11 pages (2800 words) • SUMMARY
Though new in format, the concept is as old as commerce itself: Sellers gather in a central location to offer their wares, and buyers come for the convenience and the ability to compare prices.

Bayer Considering Purchase Of Specialty Intermediates Here
COMLINE - Chemicals & Materials • 10/21/94 • 2 pages (350 words) • SUMMARY
Under a Bayer plan to promote purchase of intermediates for new drugs and farm chemicals throughout the world, a Japanese Bayer subsidiary has begun talks with a large Japanese intermediates maker on purchase of its pharmaceutical intermediates.

Group hunts for weak links in members' supply chains.
Hospital Materials Management • 06/01/99 • 23 pages (6100 words) • SUMMARY
The usual reason a hospital calls in supply chain management consultants is that materials management has been ordered to reduce supply costs.

Internet-Based Group-Buying Network Accompany Inc. Outsources E-Business Customer Service to 800 Support.
PR Newswire • 10/26/99 • 3 pages (550 words) • SUMMARY
SAN FRANCISCO and PORTLAND, Ore., Oct. 26 /PRNewswire/ -- Accompany Inc., the first

1998-1999 story index.
Hospital Materials Management • 12/19/99 • 43 pages (14000 words) • SUMMARY
This index to Hospital Materials Management covers issues from January 1998 through December 1999.

NATIONAL AGRICULTURAL STATISTICS SERVICE: AgAgricultural Prices.
M2 Presswire • 11/01/99 • 9 pages (2400 words) • SUMMARY
The preliminary All Farm Products Index of Prices Received in October was 92 based on 1990-92=100, down 5 points (5.2 percent) from the September index.

Purchase Connection members exceed planned spending levels under group buy
Hospital Materials Management • 05/01/98 • 2 pages (150 words) • SUMMARY
Purchase Connection, Chatsworth, Calif., has more than doubled expected spending under its first group buy.

Direct sales: The personal touch.
European Cosmetic Markets • 09/01/99 • 22 pages (7000 words) • SUMMARY
Although direct sales have been around for a long time, indeed some say it is the oldest distribution system, industry observers continue to state that it is a growing channel.

NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices
M2 Presswire • 03/31/98 • 9 pages (2500 words) • SUMMARY
The All Farm Products Index of Prices Received in March was 103 based on 1990-92=100, up 2 points (2.0 percent) from February.

Optimal pricing of non-utility generated electric power
Siddiqi, Shams N. ; Baughman, Martin L. • *IEEE TRANS POWER SYST* • 01/01/94 • 2 pages (210 words) • SUMMARY
The importance of an optimal pricing policy for pricing non-utility generated power is pointed out in this paper.

Successful Power Purchasing Means Looking at the Fine Print.
KLEIN, JACK • *Energy User News* • 01/01/99 • 8 pages (2600 words) • SUMMARY
BOSTON--Energy User News spoke with Richard Costello, president of Westwood Energy Group.

Dynamic calibration of price-trend parameters for commodity futures trading
Cabral, J.A.S. ; Guimaraes, R.C. • *Journal of the Operational Research Society* • 08/01/94 • 2 pages (260 words) • SUMMARY
This paper addresses the problem of buying commodities through the future markets and deals specifically with a heuristic rule developed for the scenario described as 'purchasing under a deadline'.

NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices.
M2 Presswire • 06/30/99 • 9 pages (2300 words) • SUMMARY
The All Farm Products Index of Prices Received in June was 98 based on 1990-92=100, down 1 point (1.0 percent) from May.

GPOs: big in healthcare, reaching beyond.(includes related article on Health Industry Group Purchasing Association)(impact of general purchasing organizations on food service industry)(Cover Story)
Salkin, Stephanie • *ID: The Voice of Foodservice Distribution* • 02/01/99 • 10 pages (3100 words) • SUMMARY
General purchasing organizations (GPOs) have become a way of life for distributors seeking healthcare business.

Get ready for electronic commerce
Schutzer, D. • *ABA Banking Journal* • 06/01/95 • 2 pages (310 words) • SUMMARY
Electronic commerce is the ability to perform transactions involving the exchange of goods or services between two or more parties using electronic tools and techniques.